

Set	Items	Description
S1	2976420	DIFFERENT OR SEPARATE OR RANGE OR CHANGING OR DYNAMIC OR EARLY OR PRE() (PURCHASE OR SALE? ?)
S2	2276801	PRICE? ? OR PRICING OR COST? ? OR COST(1W)MONEY OR RATE? ? OR BUY
S3	1741837	MANUFACTURING OR PRODUCTION OR DISTRIBUTION OR SUPPLY()CHAIN
S4	2810183	MILESTONE? ? OR PHASE? ? OR STAGE? ? OR POINT? ? OR EVENT? ? OR BENCHMARK? ? OR ACTIVITIES
S5	234289	ENCOURAGE OR PROMOTE OR STIMULATE OR MOTIVE OR BOOST OR REWARD OR AWARD OR INDUCEMENT
S6	2341061	PURCHASE? ? OR SALE? ? OR ADOPTER? ? OR BUYER? ? OR INVEST-OR? ? OR ORDER? ? OR ORDERING
S7	53123	S1(3N)S2
S8	47403	S3(5N)S4
S9	219	S7(S)S8
S10	16106	S5(5N)S6
S11	1	S9(S)S10

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03102989 INSPEC Abstract Number: D88001204

Title: Distribution (computer applications)

Author(s): Weatherall, D.

Journal: Management Services vol.32, no.3 p.26-9

Publication Date: March 1988 Country of Publication: UK

CODEN: MASEDZ ISSN: 0307-6768

Language: English Document Type: Journal Paper (JP)

Treatment: Applications (A)

Abstract: As manufacturing becomes ever more centralised and capital intensive, efficient distribution of the finished goods becomes more important. In a tiered distribution system, companies who can take a link or two out of the chain, like home shopping company Great Universal Stores Catalogue Order Ltd. (GUSCO), can **boost** profits considerably. Distribution is the biggest single cost centre in a mail order enterprise, and GUSCO has been spending large amounts of money to computerise and improve the **cost** -effectiveness of the **different** **stages** of the **distribution** process: goods receiving, storage, picking, packing, sorting and despatch, including the use of laser-read bar code labelling and a computer-controlled man-carrying warehouse crane. (0 Refs)

Subfile: D

Descriptors: bar codes; distributive data processing; goods dispatch data processing; warehouse automation

Identifiers: distribution system; home shopping company; Great Universal Stores Catalogue Order Ltd.; GUSCO; mail order; cost-effectiveness; goods receiving; storage; picking; packing; sorting; despatch; laser-read bar code labelling; computer-controlled man-carrying warehouse crane

Class Codes: D2140 (Marketing, retailing and distribution)

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S9	219	S7(S)S8
S10	16106	S5(5N)S6
S11	1	S9(S)S10
S12	41212	S1(2N)S2
S13	34614	S3(3N)S4
S14	117	S12(S)S13
S15	117	RD (unique items)
S16	0	S15(S)S5
S17	89	S15 NOT PY>1999
S18	20568	IN()PRODUCTION
S19	3	S17 AND S18

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DIALOG(R)File 35:Dissertation Abs Online
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01601174 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.
**THE STRUCTURE OF TECHNOLOGY IN THE UNITED KINGDOM IRON AND STEEL INDUSTRY:
A VINTAGE MODELLING APPROACH (PRICE ELASTICITY, ENERGY DEMAND)**
Author: BOUCHER, ADRIAN CHRISTOPHER
Degree: PH.D.
Year: 1997
Corporate Source/Institution: UNIVERSITY OF SOUTHAMPTON (UNITED KINGDOM)
(5036)
Source: VOLUME 58/04-C OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 1170.
Descriptors: ECONOMICS, COMMERCE-BUSINESS ; ENERGY
Descriptor Codes: 0505; 0791

This study is intended as a further contribution to the methodology of applied econometric analysis, with application to the structure of technology in production. The study is based on a vintage modelling approach developed initially by Fuss (1977) and extended further by Ingham, Ulph et al (1988, 1990, 1991, 1992, 1995). Whereas Ingham et al have analysed UK manufacturing, excluding the iron and steel sector, this work reports results obtained by fitting a vintage model of the structure in the UK iron and steel industry for the period 1955.1 to 1989.4.

The response of the UK iron and steel industry to changes in relative energy input prices is examined. By distinguishing the two-stage nature of the production decision, the extent of ex-post substitution is determined, and empirical assessment of production relationships undertaken, with respect to the maintained hypothesis of a putty-semiputty production structure. Evidence is found in support of this hypothesis. Changes in production methods are considered within the framework of a vintage model developed to analyse technological structure in manufacturing. The empirical results obtained for iron and steel are generally in accord with those for the UK manufacturing sector in toto. Simulations conducted with the vintage model provide empirical measures of price elasticities and energy demand responses to changes in values of exogenous inputs, for a range of price and other exogenous changes. The rate of response is found to be positively related to size of price changes.

19/5/2 (Item 2 from file: 35)
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01265252 ORDER NO: AAD82-03063
**VARIANCE OF DEVELOPMENTAL COSTS ASSOCIATED WITH SPECIFIC DELAYS
ATTRIBUTABLE TO ZONING AND SUBDIVISION REGULATIONS ON SINGLE FAMILY
RESIDENTIAL SUBDIVISIONS IN THE ATLANTA METROPOLITAN AREA, 1976-1978**
Author: CARN, NEIL GILBERT
Degree: PH.D.
Year: 1981
Corporate Source/Institution: GEORGIA STATE UNIVERSITY (0079)
Source: VOLUME 42/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
PAGE 4177. 223 PAGES
Descriptors: URBAN AND REGIONAL PLANNING
Descriptor Codes: 0999

The objective of this dissertation was to determine the nature and

strength of relationships between delays in the housing production process imposed by governmental regulations and changes in production costs. The housing production process consists of several distinct stages where different costs are incurred. Regulatory delays experienced during a particular stage may be caused by regulations administered by different levels of government. This research focused on delays which occur during the lot developmental stage of the housing production process when zoning and subdivision regulation approvals are required from local governmental regulatory bodies.

Rapidly rising production cost increases experienced by housing producers in the past several years have been passed on to housing consumers in the form of higher prices. New single-family house prices have increased much more rapidly than median family income, resulting in periods of declining demand for production of the traditional housing unit that accounts for a major portion of construction employment. Severe demand fluctuations have contributed to decreased new single-family housing production and increased unemployment in housing construction.

Local governmental regulations are suspected of contributing substantially to increased housing production costs and the consequent inflation of new house prices. Current literature points to delays occasioned by the need to obtain regulatory approvals as a major cause of cost increases for housing producers.

A multiple linear regression model was used to evaluate the strength of relationships between specific regulatory delays imposed by zoning and subdivision regulations and certain developmental costs. The model used lot developmental costs, or the mean cost of producing a lot in a subdivision, as the dependent variable. Independent variables consisted of three types of delays and two other variables intended to help account for variance attributable to non-regulatory factors. The independent variables included zoning approval time, preliminary plat approval time, final plat approval time, sanitary sewer status, and jurisdiction. Six hypotheses were constructed and tested. The first hypothesis tested the significance of the overall regression equation. The remaining five hypotheses tested the significance of each of the five independent variables.

To conduct the empirical analysis, a study area was selected that consisted of the two most densely populated counties in the Atlanta metropolitan area, and 1976-1978 was chosen as the study period. Each case used in the sample required that data from public agencies and private accounting records be collected and matched. A low response rate from private sources limited the sample size and the collection of additional information which could have been used for further analysis.

The overall test for the regression equation confirmed that at least one independent variable was significantly related to lot developmental costs. Individual tests of significance showed that only preliminary plat approval time was positively correlated with the dependent variable at an acceptable level of significance. Zoning approval time and jurisdiction were not strongly correlated with lot developmental costs. Final plat approval time and sanitary sewer status were strongly correlated with the dependent variable but in the opposite direction expected.

Missing information about market characteristics, developer characteristics, site and project characteristics, and general economic factors helped to explain the unexpected negative correlation of both sanitary sewer status and final plat approval time with lot developmental costs. Further research as well as better accounting records and other data sources are needed before there will be an adequate basis for generalizing about the effect of regulatory delays on production costs.

19/5/3 (Item 3 from file: 35)
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01145671 ORDER NO: AAD91-07688

**THE INTERACTION OF DUE DATE ASSIGNMENT, JOB ORDER RELEASE, AND SEQUENCING
TECHNIQUES IN JOB SHOP SCHEDULING**

Author: AHMED, IMTIAZ

Degree: PH.D.

Year: 1990

Corporate Source/Institution: THE UNIVERSITY OF MISSISSIPPI (0131)

Co-directors: W. W. FISHER; J. G. PAOLILLO

Source: VOLUME 51/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 3457. 141 PAGES

Descriptors: BUSINESS ADMINISTRATION, MANAGEMENT

Descriptor Codes: 0454

A job shop may be logically separated into two **phases** : planning and **production** . Jobs arrive at the planning phase where, among other things, due dates are assigned. The jobs are eventually (sometimes immediately) "released" to the **production phase** , where the work is done. If the jobs are released in a manner that results in **production phase** queues, "sequencing" may be done to determine the jobs' processing order. Depending upon the techniques employed, the due date assignment, release, and sequencing procedures may depend upon one another. This research is an exploration of the effects of these interactions with a simulation model of a dynamic five-machine job shop. Performance of the system is measured in terms of the total cost (work-in-process cost, finished goods holding cost, and late penalty) incurred by the shop. In addition, a number of non-cost performance measures are reported. Finally, sensitivity analysis is conducted on **different cost** structures, utilization levels, and planning factors.

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S11	1	S9(S)S10
S12	41212	S1(2N)S2
S13	34614	S3(3N)S4
S14	117	S12(S)S13
S15	117	RD (unique items)
S16	0	S15(S)S5
S17	89	S15 NOT PY>1999
S18	20568	IN()PRODUCTION
S19	3	S17 AND S18
S20	109	S18 AND S12
S21	0	S20 AND S10
S22	1	S20 AND S5
S23	1999145	ARTICLE? ? OR GOODS OR PRODUCT? ? OR MERCHANDISE OR COMMODITY OR COMMODITIES
S24	124	S18(1N)S23
S25	3	S24 AND S12
S26	3	RD (unique items)

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26/5/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

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01130499 INSPEC Abstract Number: B78001303

Title: Techniques for measuring the integrity of passivation overcoats on integrated circuits

Author(s): Kern, W.; Comizzoli, R.B.

Issued by: Nat. Bur. Stand., Washington, DC, USA

Publication Date: March 1977 Country of Publication: USA 105 pp.

Report Number: NBS-SP-400-31

Language: English Document Type: Report (RP)

Treatment: New Developments (N); Practical (P)

Abstract: Conventional test methods to evaluate the quality of glass passivation overcoats on semiconductor devices are generally inadequate and/or destructive. Three new methods have been devised that overcome these problems: (I) Sequential selective chemical etching of metal/dielectric structures to detect buried, latent, or partial defects as a function of dielectric layer depth. (II) Electrophoretic cell decoration with UV phosphor particles suspended in an insulating liquid, the sample forming one electrode of the cell. (III) Electrostatic corona charging to deposit selectively surface ions from a high voltage DC discharge on the insulating surfaces of the sample, followed by placing of the charged sample in a suspension of charged carbon black particles in an insulating liquid; depending on the polarity of the ions the particles can be deposited on the insulator surface or at the defect sites. The practical benefits of the new test methods can be considerable in **production** and **product** control, with **cost** savings through **early** detection of production line defects and rapid corrective action.

Subfile: B

Descriptors: glass; integrated circuit testing; passivation

Identifiers: integrity of passivation overcoats; integrated circuits; glass passivation overcoats; sequential selective chemical etching; electrophoretic cell decoration; electrostatic corona charging

Class Codes: B2570 (Semiconductor integrated circuits)

26/5/2 (Item 1 from file: 35)

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01238610 ORDER NO: AAD92-28159

THE STRUCTURE OF PRODUCTION: IMPLICATIONS FOR AGGREGATE SUPPLY (BUSINESS CYCLES)

Author: BASU, SUSANTO

Degree: PH.D.

Year: 1992

Corporate Source/Institution: HARVARD UNIVERSITY (0084)

Adviser: N. GREGORY MANKIW

Source: VOLUME 53/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 1593. 139 PAGES

Descriptors: ECONOMICS, GENERAL

Descriptor Codes: 0501

The three essays that comprise this thesis examine the theoretical and empirical foundations of New Keynesian theories of business cycles. The essays demonstrate that by modeling the structure of production carefully, and by investigating how production at a firm level interacts with imperfect competition in product markets, one can obtain a better understanding of the microfoundations of aggregate supply.

"Intermediate Goods, Menu Costs, and Business Cycles" constructs a

simple, general equilibrium menu-cost model in which intermediate goods are used in production. The model shows that the cost to firms of not **changing prices** in the face of a monetary shock declines substantially as a function of the importance of intermediate **goods in production**. Also, sticky intermediate goods prices imply that demand shocks lead to procyclical productivity fluctuations of a type that is observed in the data. Calibrating the model for the U.S. economy shows that these results are quantitatively significant. An examination of data from U.S. manufacturing industries confirms a number of the predictions of the model.

"Estimating the Cyclicalities of Marginal Costs Directly" studies the cyclical behavior of marginal costs by examining changes in a constructed measure of total costs in response to changes in output. The main result is that marginal costs in U.S. manufacturing appear close to constant at annual frequency. The methodology of the paper is shown to be valid under different assumptions about economic behavior such as labor hoarding, increasing marginal prices of inputs, and the existence of fixed costs of production. The results do not support the hypothesis that marginal costs are constant over the business cycle because of large productive spillovers in manufacturing that are external at the two-digit level.

"Productive Externalities in U.S. Manufacturing: Do They Exist, and Are They Important?" is joint work with John G. Fernald. In this paper, we ask whether an increase in the output of one manufacturing sector significantly increased the productivity of other sectors. We conclude that output spillovers are at most small and possibly nonexistent, and internal returns to scale are close to constant. Previous studies that reach opposite conclusions appear to be largely an artifact of using value-added data rather than the correct gross-output data.

26/5/3 (Item 1 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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01502136

NATURAL BEAUTY **PRODUCTS** INVESTS IN **PRODUCTION PLANT**

UK - NATURAL BEAUTY **PRODUCTS** INVESTS IN **PRODUCTION PLANT**

Chemist & Druggist (CTD) 12 December 1987 p1194

ISSN: 0009-3033

Natural Beauty Products is investing #750k in a new purpose built production plant in Bridgend. Company employs 70 staff and produces about 150 products, including its newly introduced Natural Beauty Recipe **range priced** between 60p and #2. All products are manufactured without cruelty to animals.*

PRODUCT: Soap (2841SO); Toiletries (2844); Skin Products (2844SP);

EVENT: COMPANIES ACTIVITIES (10);

COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);
South East Asia Treaty Organisation (913);

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S4	3569757	MILESTONE? ? OR PHASE? ? OR STAGE? ? OR POINT? ? OR EVENT? ? OR BENCHMARK? ? OR ACTIVITIES
S5	1291088	ENCOURAGE OR PROMOTE OR STIMULATE OR MOTIVE OR BOOST OR REWARD OR AWARD OR INDUCEMENT
S6	4935601	PURCHASE? ? OR SALE? ? OR ADOPTER? ? OR BUYER? ? OR INVESTOR? ? OR ORDER? ? OR ORDERING
S7	4254129	ARTICLE? ? OR GOODS OR PRODUCT? ? OR MERCHANDISE OR COMMODITY OR COMMODITIES
S8	84183	S1(1N)S2
S9	42763	S5(2N)S6
S10	82	S8(S)S9
S11	8	S10(S)S3
S12	8	RD (unique items)
S13	6379	S8(5N)S7
S14	66593	S3(3N)S4
S15	28	S13(S)S14
S16	25	RD (unique items)
S17	208	EARLY()BUY
S18	60174	IN()PRODUCTION
S19	0	S17(S)S18
S20	208	S17(S)S8
S21	4	S17(S)S9
S22	2	RD (unique items)
S23	192	RD S20 (unique items)
S24	110	S23 NOT PY>1999
S25	0	S24(S)S14
S26	2	S24 AND S14
S27	2	RD (unique items)

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01004224 96-53617

Van lines change their stripes

Harrington, Lisa

Transportation & Distribution v35n12 PP: 28-32 Dec 1994

ISSN: 0895-8548 JRNL CODE: HLS

WORD COUNT: 2652

...TEXT: needed to make the alliance work effectively and get them 'on board'," Tepas says. "Getting **early buy** -in from the people in the trenches is critical."

Next, Kodak and Bekins drew up...example, in 1992, it implemented Phase I of a new national inventory management system-the **Distribution & Logistics System (DLS)**. **Phase I** of DLS provided the foundation for national inventory control and product management service for...

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1355343

LAM029

Hughes Announces Third Quarter Revenues

DATE: October 12, 1998

10:31 EDT

WORD COUNT: 2,137

... to the commencement of service agreements for full-time, as well as short-term, special **events** video **distribution**. Telecommunications services revenue increased by 16 percent to \$40.7 million in the third quarter... Also included in the 1998 nine-month period is \$155.5 million related to the **early buy** -out of satellite sale-leasebacks.

SOURCE Hughes Electronics Corporation
? ds

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S11	8	S10(S)S3
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S15	28	S13(S)S14
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S21	4	S17(S)S9
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1293179 NYTU058
Abbey, Gardy & Squitieri Announces Suit Against Sunbeam

DATE: June 16, 1998 10:33 EDT WORD COUNT: 436

... and earnings. For example, they failed to disclose that the Company's 1997 fourth quarter " **early buy** " program was not simply for marketing purposes, but a means to **boost** fourth quarter **sales** and earnings to mask lagging grill sales. The alleged misstatements and omissions were made in...

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1267013 DCTU034
Class Action Has Been Commenced in the U.S. District Court for the Southern District of Florida, on Behalf of All Purchasers of Sunbeam Corporation

DATE: April 27, 1998 12:17 EDT WORD COUNT: 456

... the complaint alleges that defendants failed to disclose that the Company's 1997 fourth quarter " **early buy** " program was not simply for marketing purposes, but a means to **boost** fourth quarter **sales** and earnings to mask lagging grill sales. The alleged misstatements and omissions were made to...

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S12	8	RD (unique items)
S13	6379	S8(5N)S7
S14	66593	S3(3N)S4
S15	28	S13(S)S14
S16	25	RD (unique items)

? show files

File 15:ABI/Inform(R) 1971-2005/Feb 01
(c) 2005 ProQuest Info&Learning

File 610:Business Wire 1999-2005/Feb 01
(c) 2005 Business Wire.

File 810:Business Wire 1986-1999/Feb 28
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File 476:Financial Times Fulltext 1982-2005/Feb 01
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(c) 1999 PR Newswire Association Inc

File 634:San Jose Mercury Jun 1985-2005/Jan 30
(c) 2005 San Jose Mercury News

File 624:McGraw-Hill Publications 1985-2005/Feb 01
(c) 2005 McGraw-Hill Co. Inc

16/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

02810988 730255621
Seitz encourages other oil-finders to start E&P companies
Darbonne, Nissa
Oil & Gas Investor v24n10 PP: 23-29 Oct 2004
ISSN: 0744-5881 JRNL CODE: OGI
WORD COUNT: 692

...TEXT: gas companies is to build, discover and produce, and sometimes stall and sell/downsize. The **production stage** is capital-intensive and challenging in times of **changing commodity prices** ; stalling occurs when the company has been successful and is more difficult to grow; and...

16/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

02735402 621224891
Designing Cost-Competitive Technology Products through Cost Management
Davila, Antonio (Tony); Wouters, Marc
Accounting Horizons v18n1 PP: 13-26 Mar 2004
ISSN: 0888-7993 JRNL CODE: ACH
WORD COUNT: 6860

...TEXT: the development team.

Parallel Cost Management Teams

Companies typically apply cost reduction expertise at the **manufacturing stage** or in the core of product development cross-functional teams by the assigning cost reduction...

...alongside the product development team, rather than inside. Their main objective is to redesign for **cost** as **early** as possible in the **product** 's life cycle, without shifting the attention of the core development team away from the...

16/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

02701497 532847951
Financial Reporting Quality: Red Flags and Accounting Warning Signs
Robinson, Thomas R; Munter, Paul
Commercial Lending Review v19n1 PP: 2-15 Jan 2004
ISSN: 0886-8204 JRNL CODE: CLV
WORD COUNT: 5936

...TEXT: humidifiers and grills may be impacted by unseasonable weather conditions. During 1997, the Company initiated **early buy** programs for highly seasonal **products** such as grills and warming blankets in order to more levelize **production** and **distribution** activities .

This provides a hint about the use of aggressive techniques to accelerate revenue into the...

16/3,K/4 (Item 4 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2005 ProQuest Info&Learning. All rts. reserv.

02366609 119909498

The lowdown on selling high-ticket items

Kendler, Peggy Bresnick

Catalog Age v19n6 PP: 35 May 2002

ISSN: 0740-3119 JRNL CODE: CTA

WORD COUNT: 861

...TEXT: a Solon, OH-based cataloger of electrical, radio-- frequency, and optical measurement solutions for electronics **manufacturing**, "a major selling **point** is communications support," says Ronald-Stephane Gilbert, Keithley's manager of Internet and direct marketing...

...hours a day, and currently that support is included in the purchase price of the **product**."

Keithley's **products** **range** in **price** from about \$90 for PC-based hardware and software to \$500,000 for parametric semiconductor...

16/3,K/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2005 ProQuest Info&Learning. All rts. reserv.

02183522 74317979

Along came a downturn

Manly, Lorne

Folio : The Magazine for Magazine Management v30n8 PP: 28-32 Jun 15, 2001

ISSN: 0046-4333 JRNL CODE: FOL

WORD COUNT: 2954

...TEXT: more so, but it isn't. Why?

Clinton: Part of it is a lot more **product** in **production** at different **price points**. Ten years ago, an automotive luxury market had two or three entries into the consumer...

16/3,K/6 (Item 6 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2005 ProQuest Info&Learning. All rts. reserv.

01331714 99-81110

Practice experiences at Motorola Semiconductor Products Sector

Reneau, J Hal

Accounting Horizons v10n3 PP: 137-140 Sep 1996

ISSN: 0888-7993 JRNL CODE: ACH

WORD COUNT: 2134

...TEXT: the scenario so that the corporation has two manufacturing sites for each of the three **production stages**, each located in a different country. The original three sites are older and use different...

...restrictions and duties will result. As a consequence, factories having

the ability to manufacture identical **products** have **different cost** functions. In this scenario, there are eight possible physical manufacturing routings for the order from...

16/3,K/7 (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00949377 95-98769
ABC and Australian accounting standards
Hartnett, Neil; Lowry, John; Luther, Robert
Australian Accountant v64n11 PP: 19-21 Dec 1994
ISSN: 0004-8631 JRNL CODE: AAA
WORD COUNT: 1918

...TEXT: can be organised into cost pools according to the activities consuming them and traced to **production** according to which **activities** were undertaken for which product. This is critical for the making of correct strategic decisions (such as those concerning **product pricing** and **range**) and for the elimination of unproductive costs.

Consequently, activity-based costing (ABC) has become a...

16/3,K/8 (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00865801 95-15193
Operations: From factory to service management
Johnston, Robert
International Journal of Service Industry Management v5n1 PP: 49-63 1994
ISSN: 0956-4233 JRNL CODE: SIM
WORD COUNT: 6593

...TEXT: able to have limited competitive advantages in terms of the goods. This is because recent **activities** in **manufacturing** , for example work study type activities ...of technology, have driven the cost of producing goods down and increased the range of **goods** available to the extent that **price** and **range** are less important as order winning criteria. Speed of delivery through distribution channels and the...

16/3,K/9 (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00804699 94-54091
Commentary: The management of marketing productivity
McGrath, Allan J
Journal of Product & Brand Management v2n3 PP: 17-22 1993
ISSN: 1061-0421 JRNL CODE: JPB
WORD COUNT: 2403

...TEXT: of athletic shoe segments is a multisegmented (yet still focussed) strategy. Both firms sell multiple **products** at **different price points** across several **distribution** channels, but each basic strategy is disciplined and coherent because the choice of segment(s...

16/3,K/10 (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00782738 94-32130

New directions for Scitex

Rosenberg, Jim
Editor & Publisher v126n44 PP: 26-30+ Oct 30, 1993
ISSN: 0013-094X JRNL CODE: EDP
WORD COUNT: 4434

...TEXT: commodity products and "best of brand" latest-technology products.

In general, Scitex is broadening its **product** line and **price range** to satisfy both changing demands of prepress shops and departments and adoption of the technology at other **stages** in the **production** process.

The latter opens new opportunities as the market shifts upstream from prepress to the...

16/3,K/11 (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00737135 93-86356

The management of marketing productivity

McGrath, Allan
Journal of Business & Industrial Marketing v7n4 PP: 49-54 Fall 1992
ISSN: 0885-8624 JRNL CODE: JBI
WORD COUNT: 2460

...TEXT: of athletic shoe segments is a multisegmented (yet still focused) strategy. Both firms sell multiple **products** at **different price points** across several **distribution** channels, but each basic strategy is disciplined and coherent because the choice of segment(s...

16/3,K/12 (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00726675 93-75896

Correlates to Export Involvement of Manufacturing Firms in a Less Industrialized Country

Bourantas, Dimitris; Halikias, John; Malliaris, Peter
Journal of Applied Business Research v8n2 PP: 48-55 Spring 1992
ISSN: 0892-7626 JRNL CODE: JRH
WORD COUNT: 3009

...TEXT: are export marketing variables. As for the intensity of correlation, the variables which involve competitive **prices**, **product range** variety as well as existing **product** improvement potential, and which all pertain to **production activities**, come in second.

DISCUSSION

The results of the present empirical study confirm both of the...

16/3,K/13 (Item 13 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00658908 93-08129

ABC: Revisiting the Basics

Hardy, John W.; Hubbard, E. Dee
CMA Magazine v66n9 PP: 24-28 Nov 1992
ISSN: 0831-3881 JRNL CODE: RIA
WORD COUNT: 2362

...TEXT: product are illustrated in Figure 5. (Figure 5 omitted)

As shown in Figure 5, the **products** incur **different costs** when they go through different **activities** of the **manufacturing** process. Under ABC, a rate per unit of activity can be determined.

Figure 6 illustrates...

...The purpose of this example is to show that additional cost methods will result in **different product costs** than an activity-based cost system. ABC recognizes that, in the manufacturing of the **product**, **different rates** of use of **manufacturing activities** for each product may occur, and various activity bases may result.
Product A's cost...

16/3,K/14 (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00327596 86-28010

The Case of the Disappearing Inventory

Kyd, Charles W.
Inc. v8n8 PP: 95-97 Aug 1986
ISSN: 0162-8968 JRNL CODE: INO

...ABSTRACT: prices and numbers on identical parts, and 4. install methods of thwarting embezzlement. In the **manufacturing phase**, managers should take note of unusual labor **rates**, and **separate** finished **goods** from returns for repairs. In the shipping phase, managers should coordinate billing and shipping accurately...

16/3,K/15 (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00898414 20030508128B3457 (USE FORMAT 7 FOR FULLTEXT)

Conceptus Reports First Quarter Financial Results

Business Wire

Thursday, May 8, 2003 16:02 EDT

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 1,229

...in the comparable period last year. Cost of goods sold, which continued to reflect the **cost** of early **stage product manufacturing** and

limited production volumes, were \$1.2 million in the 2003 first quarter, compared with...

16/3,K/16 (Item 2 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00859205 20030226057B7360 (USE FORMAT 7 FOR FULLTEXT)
Conceptus Reports Fourth Quarter and Full Year Financial Results
Business Wire
Wednesday, February 26, 2003 16:00 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,292

...increased commercial sales of Essure.

Cost of sales and start-up manufacturing costs, representing the cost of early stage product manufacturing and limited production volumes, were \$658,000 in the 2002 fourth quarter, compared with \$273...

16/3,K/17 (Item 3 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00804758 20021104308B6532 (USE FORMAT 7 FOR FULLTEXT)
Conceptus Reports Third Quarter Financial Results; FDA Approves Essure, Company Prepares for U.S. Market Launch
Business Wire
Monday, November 4, 2002 16:37 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,286

...first nine months of 2001.

Cost of sales and start-up manufacturing costs, representing the cost of early stage product manufacturing and growing, but limited, production volumes, were \$845,000 in the 2002 third quarter, compared...

16/3,K/18 (Item 4 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00752115 20020725206B3617 (USE FORMAT 7 FOR FULLTEXT)
Conceptus Reports Second Quarter Financial Results-Significant Recent Accomplishments Include FDA Advisory Committee Approval Recommendation for Essure(TM), Raising \$74.2 Million in Equity Capital
Business Wire
Thursday, July 25, 2002 16:00 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,324

...and start-up manufacturing costs were \$893,000 in the 2002 second quarter, representing the cost of early stage product manufacturing and growing, but limited, production volumes.

For the six months ended June 30, 2002, net...

16/3,K/19 (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0775453 BW1537

COLEVILLE RESOURCES: Coleville Resources and Antares Complete Agreement on Indonesian Properties

November 18, 1997

Byline: Business Editors

...the third-largest U.S. producer of bedding products.
The merger provides Pillowtex with broader product lines that cover a wide range of price points and distribution channels, further enhancing Pillowtex's "one-stop-shopping" strategy to leading retail customers in the...

16/3,K/20 (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0744815 BW0194

S & P: Pillowtex & Fieldcrest Rtgs Afmd by S&P; Outlk to Neg

September 11, 1997

Byline: Business Editors

...the third-largest U.S. producer of bedding products.
The merger provides Pillowtex with broader product lines that covers a wide range of price points and distribution channels, further enhancing Pillowtex's "one-stop-shopping" strategy to leading retail customers in the...

16/3,K/21 (Item 3 from file: 810)
DIALOG(R)File 810:Business Wire
(c) 1999 Business Wire . All rts. reserv.

0733899 BW1513

S & P: Fieldcrest Cannon Inc.'s Outlook to Stable by S&P

August 11, 1997

Byline: Business Editors

...manufacturer of bath products and third-largest U.S. producer of bedding products. The broad product line covers a wide range of price points and distribution channels.

Further, there are no significant debt maturities in coming years. These factors are tempered...

16/3,K/22 (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

00971110 20030427NYSU003 (USE FORMAT 7 FOR FULLTEXT)
Oxford Industries to Acquire Viewpoint Intl and Tommy Bahama
PR Newswire
Sunday, April 27, 2003 00:37 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 872

TEXT:

...brand to our existing portfolio represents a strategic opportunity for us to further diversify our products over a wider range of price points and distribution channels and to penetrate a particularly attractive consumer demographic. We are delighted to welcome Tony...

16/3,K/23 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1188404 NYTU180
Pillowtex's Senior Subordinated Notes Rated 'B+', BLR 'BB' by S&P

DATE: November 18, 1997 18:51 EST WORD COUNT: 546

...the third-largest U.S. producer of bedding products.

The merger provides Pillowtex with broader product lines that cover a wide range of price points and distribution channels, further enhancing Pillowtex's "one-stop-shopping" strategy to leading retail customers in the...

16/3,K/24 (Item 2 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1151386 NYTH064
Pillowtex & Fieldcrest Ratings Affirmed by S&P; Outlook to Negative

DATE: September 11, 1997 10:15 EDT WORD COUNT: 473

...the third-largest U.S. producer of bedding products.

The merger provides Pillowtex with broader **product** lines that covers a wide **range** of **price points** and **distribution** channels, further enhancing Pillowtex's "one-stop-shopping" strategy to leading retail customers in the...

16/3,K/25 (Item 3 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

0824995 SF006
CHECKFREE LAUNCHES FIRST UNIVERSAL COMMERCIAL BILL PAYMENT SERVICE

DATE: May 25, 1995 09:10 EDT WORD COUNT: 1,452

...Up for accounting professionals has been the hub of the product line. Cost Accounting, Retail **Point** -of-Sale, Wholesale **Distribution**, Manufacturing, and Time Billing verticals are also offered, each at the **different price points**. All **products** run under DOS, LANs and UNIX.

NEBS

Serving small businesses for more than 40 years...

Set	Items	Description
S1	3342520	DIFFERENT OR SEPARATE OR RANGE OR CHANGING OR DYNAMIC OR EARLY OR PRE() (PURCHASE OR SALE? ?)
S2	5105770	PRICE? ? OR PRICING OR COST? ? OR COST(1W)MONEY OR RATE? ? OR BUY
S3	2464601	MANUFACTURING OR PRODUCTION OR DISTRIBUTION OR SUPPLY()CHAIN
S4	3569757	MILESTONE? ? OR PHASE? ? OR STAGE? ? OR POINT? ? OR EVENT? ? OR BENCHMARK? ? OR ACTIVITIES
S5	1291088	ENCOURAGE OR PROMOTE OR STIMULATE OR MOTIVE OR BOOST OR REWARD OR AWARD OR INDUCEMENT
S6	4935601	PURCHASE? ? OR SALE? ? OR ADOPTER? ? OR BUYER? ? OR INVESTOR? ? OR ORDER? ? OR ORDERING
S7	4254129	ARTICLE? ? OR GOODS OR PRODUCT? ? OR MERCHANDISE OR COMMODITY OR COMMODITIES
S8	84183	S1(1N)S2
S9	42763	S5(2N)S6
S10	82	S8(S)S9
S11	8	S10(S)S3
S12	8	RD (unique items)

? show files

File 15:ABI/Inform(R) 1971-2005/Feb 01
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File 476:Financial Times Fulltext 1982-2005/Feb 01
 (c) 2005 Financial Times Ltd

File 613:PR Newswire 1999-2005/Feb 01
 (c) 2005 PR Newswire Association Inc

File 813:PR Newswire 1987-1999/Apr 30
 (c) 1999 PR Newswire Association Inc

File 634:San Jose Mercury Jun 1985-2005/Jan 30
 (c) 2005 San Jose Mercury News

File 624:McGraw-Hill Publications 1985-2005/Feb 01
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12/3,K/1 (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01018615 96-68008
Capitalizing on global surplus labor
Ioannou, Lori
International Business PP: 32-42 Apr 1995
ISSN: 1060-4073 JRNL CODE: NAI
WORD COUNT: 4007

...TEXT: is this more true than in apparel, where labor accounts for roughly 40 percent of **production** costs. Argus International Inc., a garment maker for 20 of the top American designer houses...

...S., but assembles the end products in El Salvador, Guatemala and Nicaragua. Central American wage **rates range** between 60 cents and \$1 an hour, fringe benefits are low, and labor unions have...

...What's more, the U.S. grants preferential tariff treatment to the finished goods in **order** to help **stimulate** the economies of its backward hemispheric neighbors. "We founded our company in part to take...

12/3,K/2 (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00472621 89-44408
Optimum Product Mix Management Under Multiple Batch Production Using a Computer Simulation Model
Goonatilake, Lalith
Industrial Management & Data Systems n5 PP: 23-27 1989
ISSN: 0263-5577 JRNL CODE: IDS

ABSTRACT: **Production** planning and control under multiple batch **production** situations is a complex task, and the inability to comprehend this complexity is a major...

...responsible for industrial management failures - particularly in developing countries. Computers are being used increasingly for **production** planning and control; a computer simulation package can be developed to identify the theoretical product mix in a multiple batch **production** situation. Once this is completed, the experience and knowledge of the marketing personnel can be used to identify the ideal product mix and pricing strategy to **encourage** new customer **orders**. A computer package developed for **production** scheduling under multiple batch **production** situations was used as the basic program in the development of the Simulation Model. This...
...information, enabling marketing staffs to use their experience to market the product mix identified at **different price** levels. ...

12/3,K/3 (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00255150 84-33711
GMAC in Show Biz - The Making of a Hollywood Commercial
Swope, Genilee

Credit v10n5 PP: 10-14 Sep/Oct 1984
ISSN: 0097-8345 JRNL CODE: CRE

...ABSTRACT: to raise consumer awareness of GMAC and to introduce below market financing rate programs to **stimulate** lagging automobile **sales** in the US. The result of its advertising, as part of an intensive overall marketing...

...1 billion in 1983. However, the cost of 30-second commercials is not cheap: 1. **Production costs** can range from \$60,000-\$125,000. 2. Broadcasting costs can run as much as \$150,000...

12/3,K/4 (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00662503 20020211042B0543 (USE FORMAT 7 FOR FULLTEXT)
Price-Focused Consumers Are Using The Internet to Squeeze Traditional Insurance Carriers-Compete finds key consumer segments making decisions based on price transparency provided by emerging insurance distributors
Business Wire
Monday, February 11, 2002 09:23 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,237

...buyers seek - and will ultimately be achieved through cross shopping activity and/or through a **distribution** site. Progressive's strategy to publish competitive quotes, indicates that carriers can **encourage** insurance **buyers** to look beyond **price** .

-- Recognize **dynamic** consumer behavior: Consumers do not display consistent purchasing and browsing behavior over time. As consumer...

12/3,K/5 (Item 2 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00504945 20010423113B4706 (USE FORMAT 7 FOR FULLTEXT)
Commerce One and SAPMarkets Deliver Advanced E-Marketplace Solutions: MarketSet 2.0 and Enterprise Buyer 2.0-Combination of Leading Collaborative Supply Chain Applications and E-Marketplace Environment Designed for Private and...
Business Wire
Monday, April 23, 2001 12:10 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,556

...based on the marketplace, with collaborative links to all suppliers and trading partners in the **supply chain** . Auction Services and **Dynamic Pricing** Engine enable dynamic sourcing and selling by providing Request for Quote (RFQ) as well as asset liquidation capability. Sophisticated multivariable bidding features enable **buyers** to

award contracts or orders based on total cost of ownership decisions. Suppliers may bid on non-price parameters such...

12/3,K/6 (Item 1 from file: 476)
DIALOG(R)File 476:Financial Times Fulltext
(c) 2005 Financial Times Ltd. All rts. reserv.

0011611259 A20040923214-76-FT

FEATURES - MARKETING & BUSINESS BOOKS: How two Detroit dreams came off the road: LUXURY CARS: Ford and GM's hopes for Jaguar and Saab were disappointed but both have strategies to repair the brands, says James Mackintosh:

JAMES MACKINTOSH

Financial Times, London Ed1 ED, P 12
Thursday, September 23, 2004

DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
SECTION HEADING: FEATURES - MARKETING & BUSINESS BOOKS
Word Count: 1,624

...they are not completely unrescuable." Saab has been forced to produce a quick fix to **boost sales** and executives argue that the next-generation 9-2 will look and feel completely different...

...their driving characteristics. The aim is the same as with badge engineering: cut development and **manufacturing costs**, allow **different** models to be made in the same factories, and reduce the time it takes to...

12/3,K/7 (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

00716513 20020211NEM043 (USE FORMAT 7 FOR FULLTEXT)

Vision Sciences Reports Third Quarter Results

PR Newswire

Monday, February 11, 2002 18:59 EST

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 451

TEXT:

...new medical customers, and we continue to believe that these lower prices will continue to **stimulate** higher unit **sales**

in the future. Additionally, we expect gross profits to increase due to the

higher volume and lower **manufacturing costs** as a result of automated **manufacturing** that we are in the process of implementing."

Vision-Sciences, Inc. develops, manufactures and markets...

...new products and services and continuing demand for same, the impact of competitive products and **pricing**, seasonality, **changing** economic conditions

and other risk factors detailed in the Company's most recent annual report

...

12/3,K/8 (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire

(c) 1999 PR Newswire Association Inc. All rts. reserv.

1298752

ATTH018

**Advanced Deposition Technologies, Inc. Receives \$600,000 Retail Microwave
Order European Microwave Sales in First Half Up More Than 100%**

DATE: June 25, 1998

17:28 EDT

WORD COUNT: 574

... ADTECH sold more than \$4,000,000 of this product via retail and direct TV **distribution** . This patented product allows the consumer to microwave heat and cook home foods such as...

...1998, the Company expects to introduce new and improved versions of this successful product with **different** consumer **price** points in **order** to **stimulate** additional long term retail demand.

The Company has also established sales representative relationships in Ireland...

Set	Items	Description
S1	8471118	DIFFERENT OR SEPARATE OR RANGE OR CHANGING OR DYNAMIC OR E- ARLY OR PRE()(PURCHASE OR SALE? ?)
S2	13820123	PRICE? ? OR PRICING OR COST? ? OR COST(1W)MONEY OR RATE? ? OR BUY
S3	12439166	MANUFACTURING OR PRODUCTION OR DISTRIBUTION OR SUPPLY()CHA- IN
S4	8485193	MILESTONE? ? OR PHASE? ? OR STAGE? ? OR POINT? ? OR EVENT? ? OR BENCHMARK? ? OR ACTIVITIES
S5	3120307	ENCOURAGE OR PROMOTE OR STIMULATE OR MOTIVE OR BOOST OR RE- WARD OR AWARD OR INDUCEMENT
S6	15149355	PURCHASE? ? OR SALE? ? OR ADOPTER? ? OR BUYER? ? OR INVEST- OR? ? OR ORDER? ? OR ORDERING
S7	245660	S1(1N)S2
S8	134554	S3(2N)S4
S9	257	S7(S)S8
S10	147404	S5(2N)S6
S11	0	S9(S)S10
S12	1	S7(S)S8(S)S10
S13	489	EARLY()BUY
S14	180277	IN()PRODUCTION
S15	2	S13(S)S14
S16	4	S13 AND S14

? show files

File 9:Business & Industry(R) Jul/1994-2005/Jan 31
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File 16:Gale Group PROMT(R) 1990-2005/Feb 01
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File 160:Gale Group PROMT(R) 1972-1989
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File 148:Gale Group Trade & Industry DB 1976-2005/Jan 31
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16/3,K/1 (Item 1 from file: 636)
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03815694 Supplier Number: 48277370 (USE FORMAT 7 FOR FULLTEXT)
NAVY CHIEF PREDICTS F/A-18E/F WING PROBLEM WILL BE FIXED BY MARCH By Sheila Foote
Defense Daily, v198, n25, pN/A
Feb 6, 1998
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 352

... aircraft carrier one year earlier than planned, in FY '01 instead of FY '02.

The **early buy** will save the service \$300 million because Newport News Shipbuilding [NNS] will avoid having a one-year gap in **production** between the completion of CVN-76 and the building of CVX.

Marine Corps Commandant Gen...

16/3,K/2 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05460561 Supplier Number: 48277370 (USE FORMAT 7 FOR FULLTEXT)
NAVY CHIEF PREDICTS F/A-18E/F WING PROBLEM WILL BE FIXED BY MARCH By Sheila Foote
Defense Daily, v198, n25, pN/A
Feb 6, 1998
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 352

... aircraft carrier one year earlier than planned, in FY '01 instead of FY '02.

The **early buy** will save the service \$300 million because Newport News Shipbuilding [NNS] will avoid having a one-year gap in **production** between the completion of CVN-76 and the building of CVX.

Marine Corps Commandant Gen...

16/3,K/3 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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14725787 SUPPLIER NUMBER: 87783076 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Financial statement fraud: the boundaries of liability under the federal securities laws.
Sauer, Richard C.
Business Lawyer, 57, 3, 955(43)
May, 2002
ISSN: 0007-6899 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 25944 LINE COUNT: 02144

... a drag on earnings), Livent shifted millions of dollars of costs attributable to shows already in **production** to shows still in preproduction. Rather than accept the relatively short amortization period that applies...paragraph) 83.

(213.) Sunbeam's 1998 Form 10-K disclosed that it had implemented an " **early buy** " program with respect to certain merchandise. The description of this program, however, fell far short...

16/3,K/4 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

06482153 SUPPLIER NUMBER: 13975840 (USE FORMAT 7 OR 9 FOR FULL TEXT)
1993 financial guide to equipment leasing. (includes leasing resource
directory) (A Railway Age special section)
Kruglinski, Anthony D.; Rice, Michael Downey
Railway Age, v194, n6, p53(15)
June, 1993
ISSN: 0033-8826 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8162 LINE COUNT: 00629

... great numbers. For instance, it is rarely financially efficient to spread several hundred thousand dollars in **production** line start-up costs over only 25 or 50 cars. So, small units of cars...what residual value I place on the equipment (simply put, the end-of-lease or **early buy** -out value of the equipment that hasn't been amortized in the payment stream), what...lease terms assumed.

What next? Propose an optimized all-in present value that includes an **early buy** -out option. (Lease optimization involves asking a computer program to solve for a payment structure...

Set	Items	Description
S1	8471118	DIFFERENT OR SEPARATE OR RANGE OR CHANGING OR DYNAMIC OR EARLY OR PRE() (PURCHASE OR SALE? ?)
S2	13820123	PRICE? ? OR PRICING OR COST? ? OR COST(1W)MONEY OR RATE? ? OR BUY
S3	12439166	MANUFACTURING OR PRODUCTION OR DISTRIBUTION OR SUPPLY()CHAIN
S4	8485193	MILESTONE? ? OR PHASE? ? OR STAGE? ? OR POINT? ? OR EVENT? ? OR BENCHMARK? ? OR ACTIVITIES
S5	3120307	ENCOURAGE OR PROMOTE OR STIMULATE OR MOTIVE OR BOOST OR REWARD OR AWARD OR INDUCEMENT
S6	15149355	PURCHASE? ? OR SALE? ? OR ADOPTER? ? OR BUYER? ? OR INVEST-OR? ? OR ORDER? ? OR ORDERING
S7	245660	S1(1N)S2
S8	134554	S3(2N)S4
S9	257	S7(S)S8
S10	147404	S5(2N)S6
S11	0	S9(S)S10
S12	1	S7(S)S8(S)S10
S13	489	EARLY()BUY
S14	180277	IN()PRODUCTION
S15	2	S13(S)S14
S16	4	S13 AND S14
S17	382	S7(S)S14
S18	2	S17(S)S10
S19	2	RD (unique items)
S20	2	S19 NOT S16

? show files

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File 621:Gale Group New Prod.Annou.(R) 1985-2005/Feb 01
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File 148:Gale Group Trade & Industry DB 1976-2005/Jan 31
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20/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

1974611 Supplier Number: 01974611 (USE FORMAT 7 OR 9 FOR FULLTEXT)
IS RESIN PRICE BACKSLIDE SEASONAL OR CYCLICAL?
(PP & PS have seen next to nothing of proposed price hikes totaling 6 & 7 cents, respectively; many PE buyers see their prices go up average of 3 cents, while PE makers tried to boost those numbers by a dime)
Plastics News, p 1+
October 20, 1997
DOCUMENT TYPE: Journal ISSN: 1042-802X (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1126

ABSTRACT:

...3 cents to a nickel amid a dizzying series of 4 increases totaling 9 cents. **Early price** softening has also hit most of those markets, driving prices down shortly after some increase...

...alone has been successful, with a full 11 cents in increases going through to most **buyers**. But that **boost** has to be tempered by remembering the bloody 1996 campaign, in which PET prices fell...

...with PP and linear low density PE each enjoying better than a 10 percent increase in **production** rates, compared with last year. These summertime blues can be chalked up to either a...

20/3,K/2 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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02788974 Supplier Number: 45658582 (USE FORMAT 7 FOR FULLTEXT)
767-300ER
Aircraft Value News, v4, n14, pN/A
July 10, 1995
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 681

... to exhibit a stability that eludes most other types. Yet, since the -300ER has been in **production** for seven years, Boeing will be considering a change, not the least to **stimulate** further **orders**. Boeing has been marketing a heavier weight version of the -300. Although the -ERY has...

...a downsized 777. Downsizing an existing product would provide many advantages -it would reduce development **costs**, long **range** ETOP's capability would be assured at service entry, derated powerplants would provide longer life...

Set	Items	Description
S1	8471118	DIFFERENT OR SEPARATE OR RANGE OR CHANGING OR DYNAMIC OR EARLY OR PRE() (PURCHASE OR SALE? ?)
S2	13820123	PRICE? ? OR PRICING OR COST? ? OR COST(1W)MONEY OR RATE? ? OR BUY
S3	12439166	MANUFACTURING OR PRODUCTION OR DISTRIBUTION OR SUPPLY()CHAIN
S4	8485193	MILESTONE? ? OR PHASE? ? OR STAGE? ? OR POINT? ? OR EVENT? ? OR BENCHMARK? ? OR ACTIVITIES
S5	3120307	ENCOURAGE OR PROMOTE OR STIMULATE OR MOTIVE OR BOOST OR REWARD OR AWARD OR INDUCEMENT
S6	15149355	PURCHASE? ? OR SALE? ? OR ADOPTER? ? OR BUYER? ? OR INVEST-OR? ? OR ORDER? ? OR ORDERING
S7	245660	S1(1N)S2
S8	134554	S3(2N)S4
S9	257	S7(S)S8
S10	147404	S5(2N)S6
S11	0	S9(S)S10
S12	1	S7(S)S8(S)S10
S13	489	EARLY()BUY
S14	180277	IN()PRODUCTION
S15	2	S13(S)S14
S16	4	S13 AND S14
S17	382	S7(S)S14
S18	2	S17(S)S10
S19	2	RD (unique items)
S20	2	S19 NOT S16
S21	98	S7 AND S8 AND S10
S22	78	RD (unique items)
S23	55	S22 NOT PY>1999

? show files

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File 621:Gale Group New Prod.Annou.(R) 1985-2005/Feb 01
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23/3,K/1 (Item 1 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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2489425 Supplier Number: 02489425 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The shift to specialty distribution
(Special interest magazine publishers are turning to specialty retailers to replace sales lost to distribution changes)
Folio, v 28, n 7, p 65+
June 1999
DOCUMENT TYPE: Journal ISSN: 0046-4333 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2269

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...written off as too costly and troublesome, these narrow channels are quickly becoming the focal point of distribution plans for special interest titles. Despite the legwork that is required to establish a network...20 magazines in each of the chain's 200 stores, says magazines absolutely help to boost sales. "When there's a positive article on a particular CD in one of the magazines...

...specialty market."
Eric Jensen, senior manager, single-copy sales Ziff-Davis Inc, says, "Traditional distribution costs range around 5 cents per copy for us, as opposed to about 50 cents per copy...

23/3,K/2 (Item 2 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
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2113958 Supplier Number: 02113958 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Non-food retailers: Inefficiency is biggest threat to magazines
(Non-food retailers asking for more efficiency from magazines distributors or they may drop magazines)
CM/Circulation Management, v 13, n 4, p 18+
April 1998
DOCUMENT TYPE: Journal ISSN: 0888-8191 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1176

(USE FORMAT 7 OR 9 FOR FULLTEXT)

ABSTRACT:

...distribution to sales patterns. Other improvements sought include including all necessary information in the UPCs, reward volume of sales rather than space allocated and create a proactive relationship with retailers. ...

TEXT:

...s swimsuit issue sales on a daily basis. "We held back copies at our five distribution points," he explained. Stores that had a 40 percent or greater sell-through in the first...of pockets they have at checkout. "A retailer who has 20 checkout pockets gets a different rate from a retailer with only four," said Burbridge. "Publishers don't consider that CVS, for...

23/3,K/3 (Item 3 from file: 9)
DIALOG(R)File 9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

1305923 Supplier Number: 01305923 (USE FORMAT 7 OR 9 FOR FULLTEXT)
The Necessity for New Niches
(Print mills finding that there isn't strong demand for prints, and are looking for new niches)
HFN, v 69, n 41, p 92+
October 09, 1995
DOCUMENT TYPE: Journal ISSN: 1082-0310 (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 2890

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...is a deluge of products in the marketplace that is taking its toll on price **points** and **distribution** relationships. What's emphasized most in the marketplace is distinguishing one's self from the...

...are suffering the most because they don't have a niche."

Meanwhile, the struggle to **stimulate sales** also has fabric suppliers introducing new categories and broadening product lines and price points in ...and an explosion of products is another factor having an impact on everything from price **points** to **distribution** .

"I suspect there were twice as many exhibitors at Showtime this year compared to five...

...than ever before. "The industry is covered with product now. Consequently it has affected price **points** , **distribution** and long-standing relationships. Now with more product than ever, everyone is even more worried...Everyone wants to be more unique, so our job is to make every customer look **different** ."

Key **Price** Points

Cotton prints: \$4 to \$5.50

Heat transfer prints: \$4 to \$8

Flat wovens...

23/3,K/4 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02041109 SUPPLIER NUMBER: 19167443 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Online journals: print publishers move from pilot to full rollout.
(science, technical and medical publishers offer print-based products on the Web) (includes related article on challenges facing publishers that are introducing online journals) (Company Business and Marketing)
Walter, Mark
Seybold Report on Internet Publishing, v1, n6, p10(11)
Feb, 1997
LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 8848 LINE COUNT: 00693

... both html (served from sgml) and pdf renditions.

At some point, there will be a **different price** for electronic-only subscriptions. In Rous's view, there's no doubt that the electronic...own page composition, but the additional tagging has added a labor-intensive step at the **production stage** and increased the time needed to proofread. (Proofreaders check the reference tagging as well as...targeting their online versions to paid print subscribers, offering them free or inexpensive access in **order to encourage** them to use the service. Nonsubscribers typically see tables of contents, abstracts and offers to...

23/3,K/5 (Item 2 from file: 275)

DIALOG(R)File 275:Gale Group Computer DB(TM)

(c) 2005 The Gale Group. All rts. reserv.

01390738 SUPPLIER NUMBER: 09677599 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Better marketing tools: a guide to using desktop publishing to grow your business. (includes related article on comparing DOS to the Apple Macintosh)

Simons, Leslie

Home Office Computing, v8, n7, p57(10)

July, 1990

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 4783 LINE COUNT: 00382

...ABSTRACT: can give a big boost to a small business. DTP handles the three design and **production stages** of printed materials: page makeup, typographic composition and the creation of camera-ready art. A...

... and production in a computer environment. You can use DTP to control the design and **production stages** of almost anything that is printed--including the full spectrum of traditional business marketing pieces...

...each type of promotion is different, in the world of desktop publishing they share common **production stages**: page makeup, typographic composition, and the creation of camera-ready art.

DTP lets you experiment **encourage sales** leads, reinforce your product image, and remind clients that you exist.

You can develop your...dpi resolution. The QMS PS810 and GCC Business LaserWriter also provide good performance at medium- **range cost**.

THE ADVANCED DTP ARENA

Big-league desktop publishing encompasses the design and production of complex...

23/3,K/6 (Item 1 from file: 621)

DIALOG(R)File 621:Gale Group New Prod.Annou.(R)

(c) 2005 The Gale Group. All rts. reserv.

02236344 Supplier Number: 57618264 (USE FORMAT 7 FOR FULLTEXT)

JLG Reports Best Ever First Quarter Results, Sales Increase to \$218

Million, EPS Increases to 29 Cents; Outlook for Fiscal 2000 Remains on Target.

PR Newswire, p7769

Nov 17, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 2586

... quarter reflecting the addition of Gradall as well as our continued investment in expanding our **points of distribution** and increasing levels of customer support for all product groups. At 12.4 percent of...

...and days sales outstanding due to expanded use of extended payment terms as an added **sales inducement**. Although inventories increased substantially as discussed earlier, work in process turns remain very high at...assuming dilution

	45,497	44,913
--	--------	--------

Average shares traded daily	101,175	137,119
Share price range :		
Low	\$12.19	\$13.69
High	\$19.75	\$17.25

JLG INDUSTRIES, INC.

CONSOLIDATED CONDENSED...

23/3,K/7 (Item 1 from file: 636)
 DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04667879 Supplier Number: 60110605 (USE FORMAT 7 FOR FULLTEXT)
The Industry's Largest Newsletter for Surface Mount Technology & electronic Packaging Professionals.
 SMT Trends, pl
 Nov, 1998
 Language: English Record Type: Fulltext
 Document Type: Newsletter; Trade
 Word Count: 22243

... companies or businesses that conduct a significant level of their research, development, engineering, and/or **manufacturing activities** in North America, and whose complete or majority ownership or control is by United States...a VCR cartridge, to the supercomputer requiring several hundred square feet of floor space. Computer **prices** can **range** from several hundred dollars to \$50 million or more.

The computer market (mainframes to personal...prospects for the notebook market remain promising as new form factors are expected to **boost sales** in the corporate, small-business, and other sectors. Although healthy profit margins are still attainable...grouping. The OEM grouping, which includes computer and office equipment, represents a larger universe of **manufacturing activities** and finished products. Annual growth rates for the

23/3,K/8 (Item 2 from file: 636)
 DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04526636 Supplier Number: 58468268 (USE FORMAT 7 FOR FULLTEXT)
Market For Used & Refurbished Medical Products; Global Import/Export Regs.
 Biomedical Market Newsletter, v9, n11, p25
 Nov 30, 1999
 Language: English Record Type: Fulltext
 Document Type: Newsletter; Refereed; Trade
 Word Count: 19330

... the payment of the IPI tax, the tax is levied on imported used machine at **rates** that **range** from 0 to 20%.

Imports of used machines are authorized, if they are not currently... such services as the inland Mexico freight and warehousing. The IVA is recovered at the **point** of sale.

Distribution /Business Practices

The distribution of refurbished medical equipment in Mexico is not developed. Most end...Dutch economy. A relatively high standard of living combined with government incentives and tax deductions **stimulate** the **purchase** of new as opposed to used equipment. Equipment in the Netherlands is usually replaced

23/3,K/9 (Item 3 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03729617 Supplier Number: 48062220 (USE FORMAT 7 FOR FULLTEXT)

WIDE RANGE OF IMPROVEMENTS PLANNED FOR PzH 2000 HOWITZER By Vago Muradian

Defense Daily, v197, n13, pN/A

Oct 20, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 1466

... on the new gun, a figure that included competitive development costs, and the follow-on **production** prototype **phase** --which Wegmann won in 1990--that included delivery of four prototypes and testing. Despite serious...

...Army with an highly-automated howitzer that would have used liquid propellants to achieve greater **range** and **rates** of fire. But the Army last year killed development of the liquid gun because of...wheel."

Eschler said that as the company seeks to enter the U.S. market and **boost** German **orders** --the country has a requirement for 594 of the self-propelled howitzers to replace aging...

23/3,K/10 (Item 4 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

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03586337 Supplier Number: 47428280 (USE FORMAT 7 FOR FULLTEXT)

GETTING BEST DEALS ON DESKTOP SUITES

Computer Finance, v8, n1, pN/A

June 1, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 4126

... database or enterprise systems management vendor to another.

Enterprise applications and mainframe software have yet **different pricing** structures, which we will examine in future reports.

At this point, because desktop software is...

...package pricing was extremely volatile. Vendors such as Borland often promoted \$49/seat deals to **boost sales** for products such as the Quattro Pro spreadsheet. Lawsuits (e.g., Lotus' litigation against Borland... Microsoft prices support separately; in effect, support becomes another set

of product pools.

At this point, Internet distribution of Microsoft packages is in very early pilot phase; the company is testing electronic software...

23/3,K/11 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06490457 Supplier Number: 55169757 (USE FORMAT 7 FOR FULLTEXT)
VIEW FROM THE TOP.
Housewares (UK), p24
July, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2979

... students and growing families, are seeking quality at a value price point.

Scott: From a manufacturing point of view, it's pretty quiet out there: consumers are not buying. It's a...To achieve differentiation with their product assortment and communicate the different features and benefits of different - priced products to consumers. The opportunity is then there for consumers to trade up.

Flanagan: To...home interest programmes and magazines continues to influence lifestyles. Following trends in fashion, colours will encourage more replacement purchases as well as influencing first-time purchasers.

Espadaler: The non-stick sector, which currently accounts...

23/3,K/12 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06435618 Supplier Number: 54979434 (USE FORMAT 7 FOR FULLTEXT)
COAL: DEVELOPMENT OF DOMESTIC MARKET IMPEDED BY CRISIS.
Indonesian Commercial Newsletter, v26, n269, p6
June 15, 1999
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 5761

... global market, the Government issued Presidential Decree No.21 of 1993 in a bid to encourage investors to develop the coal-mining sector. This decree applied only to ...contractors of generation II in operations. Of these 18 companies, some will soon enter the production stage. One of them is PT Cakrawala Bahari Sebuku, whose area of operations is in South ...

...of generation III. Of the 11 PKP2B contractors of generation I, 10 have entered the production stage. As for the 18 PKP2B contractors of generation II and 80 PKP2B contractors of generation...other five are PKP2B contractors of generation II, two of which will soon enter the stage of production, namely PT Antang Gunung Meratus and PT Jorong Barutama Greston.

As has been mentioned earlier...between Australia and Indonesia, and in usage between Australian and Indonesian coal.

The differences in price among different types of coal are determined mostly on the basis of the calory contents. As an...

23/3,K/13 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06392206 Supplier Number: 54810873 (USE FORMAT 7 FOR FULLTEXT)
THE SHIFT TO SPECIALTY DISTRIBUTION.
Lowenstein, Joanna
Folio: the Magazine for Magazine Management, v28, n7, p65(1)
June, 1999
Language: English Record Type: Fulltext Abstract
Document Type: Magazine/Journal; Trade
Word Count: 2280

... written off as too costly and troublesome, these narrow channels are quickly becoming the focal **point** of **distribution** plans for special interest titles. Despite the legwork that is required to establish a network...20 magazines in each of the chain's 200 stores, says magazines absolutely help to **boost sales**. "When there's a positive article on a particular CD in one of the magazines...

...specialty market."

Eric Jensen, senior manager, single-copy sales Ziff-Davis Inc, says, "Traditional distribution **costs range** around 5 cents per copy for us, as opposed to about 50 cents per copy...

23/3,K/14 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05275847 Supplier Number: 48036884 (USE FORMAT 7 FOR FULLTEXT)
THE LURE OF LICENSING CONTINUING TO FADE FOR EUROPE'S DESIGNERS
Forden, Sara Gay
WWD, v174, n68, p1
Oct 7, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2187

... result, a couture house cannot keep its cachet by having different kinds of pantyhose at **different price** points in different markets.

French houses are not rejecting outright the concept of licensing, because...

...didn't start licensing right off the bat, it was a tool Mugler used to **boost sales** once the brand became known.

By 1986, Mugler had agreements for jeans, knitwear, men's...who keep strict control over strategy and marketing," Branchini said.

"A tight integration among design, **manufacturing** and **distribution activities** has always been one of the key strengths of the Armani group," said Armani's...

23/3,K/15 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

04848114 Supplier Number: 47132374 (USE FORMAT 7 FOR FULLTEXT)
Early players wrestle with marketing choices: 'Ready to use' rattles EDA

Goering, Richard
Electronic Engineering Times, p22
Feb 17, 1997
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1467

... an OEM basis to both Unix and PC-based providers. "Since different customers want to **buy** in **different** ways, you've got to have a comprehensive approach to distribution," Booth said. But he...

...Synario and VeriBest-two companies that Dataquest positions in the ready-to-use market-to **boost sales** volumes.

"We wanted to complement our direct sales force with alternative channels," said Faria. "We...

...direct sales."

Rick Lucier, Viewlogic's group vice president for system design, cited several key **points** about its **distribution** strategy: PC and Unix tools are compatible, pricing is consistent, and sales teams sell both...

23/3,K/16 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03755675 Supplier Number: 45332857 (USE FORMAT 7 FOR FULLTEXT)
'Just-in-time' digital printing technology: **reduced inventory costs, short cycle time**

Traffic World, p50
Feb 13, 1995
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1383

... mailed as a diskette or transferred electronically from one computer network to another to the **point of distribution**. The document then is printed with any last-minute corrections included.

Since documents go directly...

...For these customers, the selling points are the ability to pull off advertising campaigns and **promote sales** on short notice, when business is slow.

Schetter said Donnelley's customers will be able...

...recent one while saving the others.

The economics of digital printing are still settling. Equipment **costs range** between \$300,000 and \$600,000, depending on the model and features. Today's front...

23/3,K/17 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03530903 Supplier Number: 44950465 (USE FORMAT 7 FOR FULLTEXT)
Monterey Pasta Co. runs a tight kitchen
Nation's Restaurant News, v0, n0, p3
August 29, 1994
Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 1348

... to 1,800 square feet. Depending on design, location and other factors, he said, development **costs** can **range** from \$150,000 to \$250,000.

The per-person average at Monterey Pasta Company restaurants...because the grocer is considering Monterey Pasta's argument that trial among restaurant customers could **boost** overall retail **sales**.

Prices are being adjusted downward, and new product bundles are being introduced in the units...

...are being designed in new units and retrofitted into existing units to cut service times, **boost** beverage **sales** and enhance perceived value.

Monterey Pasta Company restaurants also are undergoing some cosmetic changes.

The...

...re going in and trying to make them feel more like a restaurant than a **point of distribution**. The image we want to convey is of an all-natural product,' Mortensen said.

To...

23/3,K/18 (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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02467974 Supplier Number: 43255398 (USE FORMAT 7 FOR FULLTEXT)
Image Slashes Prices On Laserdiscs
Billboard, v0, n0, p1
August 29, 1992
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 1335

... 98 to \$19.98. That 50% cut brings a large number of laserdiscs into the **price range** of sell-through videocassettes for the first time.

Simultaneously, Image is cutting prices on a...

...According to Image VP of marketing David DelGrosso, the company cut its catalog prices in **order** to **stimulate** hardware **sales** while motivating consumers to enter the laser market or expand their laserdisc collections.

'There has the view of other studios, will continue to have 'somewhat higher price **points** until replication, **manufacturing**, and distribution costs can be lowered without sacrificing quality.'

He adds, however, that 'we are...

23/3,K/19 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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11670599 SUPPLIER NUMBER: 58577012 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The merger wave: trends in merger enforcement and litigation.
Parker, Richard G.; Balto, David A.
Business Lawyer, 55, 1, 351
Nov, 1999
ISSN: 0007-6899 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 25856 LINE COUNT: 02178

... quality, price, and innovation. Antitrust enforcement also assures a strong rivalry in the marketplace in **order** to **encourage** efficiency and dynamic growth. The merger wave raises the question of the effectiveness of the...avoid competitive conflicts among producers. Fifth, producers had been able to maintain large differentials in **pricing** among **different** end-uses even though the product was essentially indistinguishable in its performance characteristics. That indicated...to interfere with Digital's supply of Alpha chips by withholding necessary cooperation at the **manufacturing stage**. Digital might also have lacked the ability and incentive to continue to actively develop and...

23/3,K/20 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11670593 SUPPLIER NUMBER: 58577006 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Recirculation of a preliminary prospectus: statutory basis and analytical techniques for resolving recirculation issues.

Jenkins, John J.

Business Lawyer, 55, 1, 135

Nov, 1999

ISSN: 0007-6899

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 19990

LINE COUNT: 01754

... distributed. In the context of current law and practice, this is the most mundane of **points**, because **distribution** of a preliminary prospectus has long been an integral part of the marketing process for... parties and drew its own conclusions concerning the level of interest evidenced by those, in **order** to **encourage** disclosure at an early stage.(101)

The significant degree of outside control over the outcome...the central issue is whether the decrease involves merely a drop in the anticipated price **range** of the offering, or in the number of shares offered as well. In the latter instance...require the registration of additional securities) or if the actual price is outside the price **range** if the new size and price represent no more than a 20% change in the maximum...

...Law).

(159.) Id., slip op. at 16 n. 10.

(160.) When the size or price **range** of an offering is increased, the Commission often requests an issuer to supplementally advise the Commission...g., SEC v. Adler, 137 F.3d 1325, 1328-29 (11th Cir. 1998). In order to promote an orderly market for a new issue and to guard against insider sales shortly after an...

23/3,K/21 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11395604 SUPPLIER NUMBER: 55881559 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Why You Should Retain Your Customers.

Healy, Thomas J.

America's Community Banker, 8, 9, 22

Sept, 1999

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 2425

LINE COUNT: 00204

... a high percentage of dissatisfied customers defect, they contribute only marginally to the total defection **rate**. **Different** strategies are required to retain customers who defect due to dissatisfaction and those who are...

...many of us are simply re-selling identical Fannie Mae and Freddie Mac loans.

The **points of distribution** are myriad. We have branches on every corner and we use the Internet to hawk...Proprietary merchandise works better than off-the shelf products.

Loyalty programs are another way to **encourage** multiple product **sales** : discounted rates for credit products, improved rates for deposit products, discounts for rental vehicles, frequent...

23/3,K/22 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10892595 SUPPLIER NUMBER: 54169565 (USE FORMAT 7 OR 9 FOR FULL TEXT)
OECD economic surveys: France.(Organization for Economic Cooperation and Development)
OECD Economic Surveys - France, 9(1)
Jan, 1999
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 55089 LINE COUNT: 04499

... High unemployment and the "productivity cycle" (i.e. the increase in labour productivity in a **phase** of accelerating **production**) had a moderating influence. The prospect of the 35-hour workweek may have dampened labour...also wants to make training entitlements more easily transferable from one situation to another in **order to encourage** mobility. Draft legislation on vocational training is due to be presented in the summer of...comprise IT investment brought forward (rather than being strictly additional). Estimates of the world-wide **costs range** between \$300 and 600 billion (Gartner Group, 1998); in the case of France, they could...

23/3,K/23 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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10746748 SUPPLIER NUMBER: 53552925 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Exploring the accuracy of international trade statistics.
MAKHOUL, BASIM; OTTERSTROM, SAMUEL M.
Applied Economics, 30, 12, 1603(1)
Dec, 1998
ISSN: 0003-6846 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 9076 LINE COUNT: 00959

... highly demanding process in terms of computational work and time.
We present this information in **order to encourage** both the improvement of statistical reporting and the more cautious use of this type of...further. An obvious case is the emergence of Greater China, where large volumes of the **manufacturing activities** of Taiwan (and previously. Hong Kong) are now carried on in areas such as Southern...

...data discrepancies. Exports and imports are first recorded in their

respective currencies, and if a **different** exchange **rate** is used to convert them to a uniform currency or if exchange rates change over...

23/3,K/24 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10407068 SUPPLIER NUMBER: 21034149 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Private pension systems: regulatory policies (part 1).
Laboul, Andre
Financial Market Trends, n70, p39(44)
June, 1998
ISSN: 0378-651X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 17631 LINE COUNT: 01460

... substantial.(15) The third pillar is also subject to major risks (including fraud) concerning product **distribution**, as recent **events** in the United Kingdom have shown.

The third pillar is expected to develop considerably in...When professional mobility is promoted, related measures should be taken in the pension field in **order** to **encourage** this goal.

5) Entitlement to benefits

Entitlement to a full pension is also generally limited...and/or expected financial problems of public schemes have consisted essentially in modifying their structure, **changing** the **rate** of contributions, the pension age, and the amount and method of calculating benefits, the potential...

23/3,K/25 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

10208529 SUPPLIER NUMBER: 20611232 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Location and the multinational enterprise: a neglected factor?
Dunning, John H.
Journal of International Business Studies, v29, n1, p45(22)
Spring, 1998
ISSN: 0047-2506 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 11001 LINE COUNT: 00908

... also on the changing competitive advantages of regions - particularly as they impinge upon spatial transaction **costs** and **dynamic** external economies, such as those to do with complex technologies, uncertain or unpredictable markets, inter...more firmly rooted in host economies (Grabher, 1993). Examples include the deepening of value-added **activities** by Japanese **manufacturing** subsidiaries in Europe and North America. An exception to this finding is some low value...transference of knowledge, experience and markets; and the external economies arising from jointly organized innovatory, **production** and marketing **activities**. For many of these activities, there is no external market; the output of one part...London.

5. Scott (1996) gives some examples, including the growing concentration and specialization of both **manufacturing** and service **activities** in large metropolitan areas within both developed and developing countries. In an interesting recent paper...

...upgrading of their physical and human infrastructure both to meet the specific needs of mobile **investors**, and **promote** the competitive dynamic

advantage of the location-bound resources within their jurisdiction.

13. I am...

23/3,K/26 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09914206 SUPPLIER NUMBER: 17158904 (USE FORMAT 7 OR 9 FOR FULL TEXT)
European integration and the pay policies of British multinationals.
Walsh, Janet; Zappala, Gianni; Brown, William
Industrial Relations Journal, v26, n2, p84(13)
June, 1995
ISSN: 0019-8692 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 8163 LINE COUNT: 00716

... enterprises may wish to level pay for particular occupations across countries in the EU, in **order** to **promote** the mobility of their employees between countries. Managerial, professional, technical and even craft employees may...of the 13 companies had manufacturing operations, although 2 companies (B and H) straddled both **manufacturing** and service **activities**. Only 1 company (L) can be categorised exclusively as a service multinational. The sample in...no plans to move towards an integrated European payment system because of the existence of **different** inflation **rates** in European countries.

Several firms were attempting to extend their internal labour markets across their...

...structure at European level and where production is organised on a European scale, notably when **production activities** are integrated across borders and where the same activity is carried out in different locations...pay arrangements, firms were reacting to a multiplicity of factors, including the internationalisation/expansion of **production activities**, general shifts in management style/philosophy, greater emphasis on product, as opposed to geographical, divisions...

23/3,K/27 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09798514 SUPPLIER NUMBER: 19900959 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wide range of improvements planned for PzH 2000 howitzer.
Muradian, Vago
Defense Daily, v197, n13, p5(3)
Oct 20, 1997
ISSN: 0889-0404 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1563 LINE COUNT: 00123

... on the new gun, a figure that included competitive development costs, and the follow-on **production** prototype **phase** --which Wegmann won in 1990--that included delivery of four prototypes and testing. Despite serious...

...Army with an highly-automated howitzer that would have used liquid propellants to achieve greater **range** and **rates** of fire. But the Army last year killed development of the liquid gun because of...wheel."

Eschler said that as the company seeks to enter the U.S. market and **boost** German **orders** --the country has a requirement for 594 of the self-propelled howitzers to replace aging...

23/3,K/28 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09661871 SUPPLIER NUMBER: 19552425 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Recent developments and prospects. (Italian economy)
OECD Economic Surveys - Italy, p17(29)
April, 1997
ISSN: 0376-6438 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 4836 LINE COUNT: 00471

... disinflation in industry, and this tendency was initially reinforced by lower rises in unit labour **costs** in **early** 1996 (ILLUSTRATION FOR FIGURE 9 OMITTED). As a result, the level of industrial producer prices...

...first sustained rise in the real exchange rate since 1991. Relative unit labour costs in **manufacturing** also **point** to an appreciation, but measured in these terms, the real exchange rate in 1996 was...spur investment in machinery and equipment. Stronger real wage growth and tax incentives for car **purchases** should **stimulate** private consumption growth, notwithstanding direct tax increases.

The OECD Secretariat's projections (Table 14) are...

23/3,K/29 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09290766 SUPPLIER NUMBER: 18990148 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The nature of the firm reconsidered: information synthesis and entrepreneurial organisation. (International Business Theory: The Nature of the Firm and the Role of Management)
Casson, Mark
Management International Review, v36, nSPEISS, p55(40)
Annual, 1996
ISSN: 0025-181X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 19218 LINE COUNT: 01512

... intermediary can effectively discourage haggling. At the same time, by setting realistic prices he can **encourage buyers** and sellers to regularly channel transactions through him.

A reputable intermediary can also eliminate default...of technique in a plant is governed by the available technology and by the relative **prices** of **different** material inputs, the efficient choice of procedure in a market-making organisation is governed by...

...between. What is more, the different stages are complementary to each other. Like the different **stages** in the **production** of a good, they operate in fixed proportions.

Intermediation is produced, like ordinary goods are...integration is, of course, already well established, but it is most commonly applied to successive **stages** of ordinary **production** (see for example Bernhardt (1977) and Carlton (1979)). Introducing market-making into the picture considerably...to be. Increasing complexity creates more and more opportunities for managers to pervert procedures in **order** to **promote** their personal interests. (This 'agency problem' has become an obsession with some modern writers on...

23/3,K/30 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

09288236 SUPPLIER NUMBER: 19138372 (USE FORMAT 7 OR 9 FOR FULL TEXT)
'Ready to use' rattles EDA. (electronic design automation vendors seek the
best channels for marketing mid-priced turnkey software) (Industry Trend
or Event)
Goering, Richard
Electronic Engineering Times, n941, p22(1)
Feb 17, 1997
ISSN: 0192-1541 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1608 LINE COUNT: 00131

... an OEM basis to both Unix and PC-based providers. "Since different
customers want to **buy** in **different** ways, you've got to have a
comprehensive approach to distribution," Booth said. But he...

...Synario and VeriBest-two companies that Dataquest positions in the
ready-to-use market-to **boost sales** volumes.

"We wanted to complement our direct sales force with alternative
channels," said Faria. "We...

...direct sales."

Rick Lucier, Viewlogic's group vice president for system design, cited
several key **points** about its **distribution** strategy: PC and Unix tools
are compatible, pricing is consistent, and sales teams sell both...

23/3,K/31 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

08532110 SUPPLIER NUMBER: 17643775 (USE FORMAT 7 OR 9 FOR FULL TEXT)
TV guides retailers to new sales.(includes related articles)
McAllister, Liane
Gifts & Decorative Accessories, v96, n10, p46(6)
Oct, 1995
ISSN: 0016-9889 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3678 LINE COUNT: 00299

... program positions itself as a higher-end show with average price
points of \$150. However, **prices range** to \$40,000 for the more upscale,
50/ 50 male/female audience, according to president...

...We are more of a specialty shop on the home shopping street with higher
price **points** and selective **distribution**, dealing in secondary market
collectibles, estate jewelry and sports collectibles," adds John Pirkle,
president of...If your show has strong geographical reach, use an 800
telephone line for customers to **order** .

* Complement and **promote** your direct mail catalogs on the show,
suggests Leslie Aggarwal, Precious Gift Gallery, Franklin Square...

23/3,K/32 (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07529925 SUPPLIER NUMBER: 15714889 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Technological learning in Singapore: a test case of leapfrogging.
Hobday, Mike
Journal of Development Studies, v30, n4, p831(28)
July, 1994
ISSN: 0022-0388 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 11425 LINE COUNT: 00990

... electronics sector cited government incentives as their main reason for locating in Singapore. (9)

In **order** to **promote** the manufacturing sector the government established policies for education, training and skills development. Basic technical...Singapore progressed towards the newer (early stage) products, requiring a larger number of more complex **production activities** than before. Absolute technological progress occurred as the Singapore subsidiaries graduated to more complex products...material and component suppliers.

Also in contrast with leapfrogging, the TNCs began in 'pre-electronic' **production activities**, mainly assembly and testing based on low-cost labour and basic assembly skills. Gradually, firms...by the government. It also occurred in response to an expanding Pacific-Asian market and **changing factor costs**. For Singapore, the TNCs provided a direct channel into overseas markets as well as a...

23/3,K/33 (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07511646 SUPPLIER NUMBER: 15771882 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Monterey Pasta Co. runs a tight kitchen.
Liddle, Alan
Nation's Restaurant News, v28, n34, p3(2)
August 29, 1994
ISSN: 0028-0518 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1449 LINE COUNT: 00113

... to 1,800 square feet. Depending on design, location and other factors, he said, development **costs** can **range** from \$150,000 to \$250,000.

The per-person average at Monterey Pasta Company restaurants... because the grocer is considering Monterey Pasta's argument that trial among restaurant customers could **boost** overall retail **sales**.

Prices are being adjusted downward, and new product bundles are being introduced in the units...

...are being designed in new units and retrofitted into existing units to cut service times, **boost** beverage **sales** and enhance perceived value.

Monterey Pasta Company restaurants also are undergoing some cosmetic changes.

The...

...re going in and trying to make them feel more like a restaurant than a **point of distribution**. The image we want to convey is of an all-natural product," Mortensen said.

To...

23/3,K/34 (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

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07314217 SUPPLIER NUMBER: 15751896 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Strategy and planning in global product distribution - beyond the
distribution contract.**

Yelpaala, Kojo

Law and Policy in International Business, 25, n3, 839-944
Spring, 1994

ISSN: 0023-9208 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 50567 LINE COUNT: 04169

... v. Ireland, 1982 E.C.R. 4005, 4022-23 (holding invalid an advertising campaign to **encourage** the **sale** and promotion of Irish products); Case 120/78, Rewe-Zentral A.G. v. Bundesmonopolverwaltung fur... other business decisions are determined by cold-hearted rationality.(38) Decisions about where to locate **production activities** and how to market products are driven by a number of economic considerations such as... effective should influence the choice of sites for product design, outsourcing, assembly, and other pre- **distribution activities** .

Second, a clash between the global enterprises' strategic objectives and the international trade policies and...manufactured parts" may be sufficient to confer origin if the assembly stage is the "decisive **production stage** during which the use to which the component parts are to be put becomes definite...distributor/ripeners not to sell green bananas; (2) charging distributor/ripeners in various member states **different prices** without any objective criteria; (3) engaging in unlawful price discrimination between entities of up to...

...ripening process is completed. Ripening is the last and perhaps one of the most critical **stages** of **production** . If green bananas were sold to entities outside the system, there would be no guarantee...For such companies, the marketing and distribution strategy should be tackled at the production stage. **Strategic alliances** forged for the purposes of penetrating foreign markets should come in the form of production... distributor. In addition, dealers are generally induced to exert greater effort in their distribution activities, **through various** discounts and other incentives.(312) These manufacturers' incentives are generally aimed at positioning the distributor...competition law rules.(314) On the other hand, the manufacturer may adopt a different pricing **policy** with its exclusive distributors. Without requiring them to agree to sell the merchandise at any specific...intertwined with other less visible overall corporate strategies. The marketing and product distribution activities in **target markets** are frequently part and parcel of the total strategy involving product design, investments, production, outsourcing...

23/3,K/35 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07196988 SUPPLIER NUMBER: 14810094 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Efficiencies and merger analysis.

Kattan, Joseph

Antitrust Law Journal, 62, n2, 513-535
Wntr, 1994

ISSN: 0003-6056 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 12220 LINE COUNT: 00983

... competitive responses to the initial success by the combined firm to reduce costs, but with **different** specific **cost** -reducing

techniques."(58) This process of emulation is likely to take place over a period...parties marketed a physically identical product in competition with one another, which they attempted to **promote** (through **sales** calls on customers) as an alternative to a differentiated product. Because the parties' products were...show that beyond a certain point, generally a market share in the 10 to 15% **range**, average **costs** do not vary substantially with plant size. Fisher & Lande, supra note 2, at 1607. (72 ...Reason, 60 Antitrust L.J. 67, 74 (1991); see also Richard M. Steuer, The Turning Points in Distribution Law, 35 Antitrust Bull. 467, 510-12 (1990). Moreover, in the nonmerger context as well...

23/3,K/36 (Item 18 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07170628 SUPPLIER NUMBER: 14698420 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Motor vehicles and parts. (Industry Overview)

Miller, Randall; Brectl, Mark; Slater, Mary Ann; Hamrock, Susan; Uthus, Charles

U.S. Industrial Outlook, p35-1(31)

Annual, 1994

DOCUMENT TYPE: Industry Overview ISSN: 0083-1344 LANGUAGE:

ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 35287 LINE COUNT: 02846

... compact cars) grew faster and is now much higher. European brands are in the mid- **price range** or higher, where consumers expect much better-than-average quality. On an individual nameplate basis... manufacturing overhead expenses and direct manufacturing costs, seeking to significantly lower the current break-even **point** on **manufacturing** operations. Few Big Three facilities now can make a profit on less than 100,000...percent in 1992, and could reach 30 percent by 2000. Leasing also may help to **stimulate** future **sales** by bringing customers back to the new car (and light truck) showroom sooner. Most leases...trucks, vans, and sport-utility vehicles is siphoning sales from passenger cars and will help **boost** light truck **purchases** by more than 9 percent to 5.8 million units.

Sales of Big Three nameplate...other major market.

Expected increases in prices, due to new U.S. Federal regulations, could **encourage buyers** to place orders before the regulations are implemented. Many of the truck manufacturers are wrestling...500 within the next 4 or 5 years. The company expects that its efforts will **boost** its global **sales** to more than \$5 billion by 1995, from \$3.5 billion in 1992. In addition...other major market.

Expected increases in prices, due to new U.S. Federal regulations, could **encourage buyers** to place orders before the regulations are implemented. Many of the truck manufacturers are wrestling...500 within the next 4 or 5 years. The company expects that its efforts will **boost** its global **sales** to more than \$5 billion by 1995, from \$3.5 billion in 1992. In addition...dealer buy-backs from rental car companies and enhanced dealership marketing efforts have helped to **boost** used vehicle **sales**.

In 1992, franchised dealers sold about 15.2 million used vehicles; 61 percent were sold...

23/3,K/37 (Item 19 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

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07170625 SUPPLIER NUMBER: 14698410 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Telecommunications and navigation equipment. (Industry Overview)
Kemper, Alexis; Gossack, Linda L.
U.S. Industrial Outlook, p30-1(24)
Annual, 1994
DOCUMENT TYPE: Industry Overview ISSN: 0083-1344 LANGUAGE:
ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 21881 LINE COUNT: 01870

... the next five years. Telephones, facsimile machines, and modem shipments will all decline, although at **different rates**. Telephone shipments will decline the fastest, while facsimile machines will decline at a more moderate...to rent cellular phones at locations without technical representatives. Greater availability of rental units should **stimulate sales** to the rental companies and also expose prospective subscribers to the technology.

Technical Developments

In...in digital and microcellular technologies, as well as competition from personal communications services (PCS), will **stimulate** new equipment **purchases** by cellular carriers and customers over the five-year forecast period. Despite earlier concerns that...technologies will be crucial to achieving sufficient demand levels.

Regulatory Developments

Recent FCC decisions will **boost** microwave equipment **sales** in the near term by allowing the movement of fixed microwave users to higher frequencies...of the AT&T monopoly, also barred the newly-formed Bell operating companies from certain **activities**, including **manufacturing** telecom equipment and providing long distance services and information services (a provision which has since...

23/3,K/38 (Item 20 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06803005 SUPPLIER NUMBER: 15144012 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Import sourcing dynamics: an integrative perspective.
Swamidass, Paul M.
Journal of International Business Studies, v24, n4, p671(21)
Winter, 1993
ISSN: 0047-2506 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8521 LINE COUNT: 00715

... stem from its multidisciplinary nature and the lack of a commonly accepted research paradigm. In **order** to **stimulate** renewed, vigorous research interest in the area, we need a new paradigm that integrates the ...1972

. The goal of global rationalization is to maximize overall performance in an environment of **changing** exchange **rates**, tariffs, markets, manufacturing and transportation costs, strategic priorities and other variables influencing multinational operations.

In...

...firms and its implications for strategy. Figure 2 views import sourcing as progressing in distinct **stages** within **manufacturing** firms. Barring the lowest stage, where import sourcing is not practiced, at each advanced stage...

23/3,K/39 (Item 21 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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06753942 SUPPLIER NUMBER: 14547590 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The perils and profits of production. (mortgage production operations)
Oliver, Geoffrey A.; Reed, Regina J.
Mortgage Banking, v54, n1, p159(4)
Oct, 1993
ISSN: 0730-0212 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2997 LINE COUNT: 00251

... but offer an additional commission based on the quality rating of the application submitted in **order** to **encourage** complete loan applications ready for a final credit decision. The impact of such specific compensation...

...factors and thus is difficult to quantify. An analysis of a consistent compensation plan in **different** interest **rate** environments would help quantify the value and impact of these strategies

The correlation between cost...a gross and adjusted basis. The gross profit margin for study participants averaged 11 basis **points** for retail **production** and 39 basis points for nonretail. The adjusted profit margin, defined as fees and points...

23/3,K/40 (Item 22 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06515890 SUPPLIER NUMBER: 14034564 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Computer equipment and software. (Industry Overview)
Miles, Tim; Streeter, Jonathan; Hoffman, Heidi M.; Woods, R. Clay;
Spathopoulos, Vivian; Swann, Vera A.; Smolenski, Mary; Kadar, Victoria A.
U.S. Industrial Outlook, p26-1(38)
Annual, 1993
DOCUMENT TYPE: Industry Overview ISSN: 0083-1344 LANGUAGE:
ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 35962 LINE COUNT: 03042

... 2). U.S. suppliers are expected to benefit from an improved domestic economy that should **stimulate** business **purchases** of computer systems and peripherals, and offset an expected decline in Federal computer hardware spending...

...costs of performing R&D in several component and systems-level technologies, and establishing new **manufacturing** facilities. The **activities** of these groups will range from working collectively and sharing advanced technologies to jointly developing...systems, but account for the majority of supercomputer units shipped annually. Supercomputers in both classes **range** in **price** from about \$500,000 to \$30 million.

In a sense, all supercomputers manufactured in the...through direct sales forces and value-added resellers. However, as part of their efforts to **boost** commercial **sales**, they have now turned to mass-market dealers to reach business customers.

Introductions of new...pen-based models. Typical units with monitor sell for \$1,000 to \$2,000, although **prices range** from \$500 for some home computers to \$25,000 or more for the most sophisticated...computer business. It is not unusual for each of the designing, engineering, proto-typing, and **manufacturing activities** to be done in a different country by various companies, or by one company in...less than this

investment total. However, IBM'S interest in magneto-optical rewritable technology helped **promote** some **sales** of these drives in 1992. Dataquest has estimated that sales of optical disk drives were...

23/3,K/41 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06471352 SUPPLIER NUMBER: 13908405 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Federal Trade Commission horizontal restraint cases: an economic perspective.

Langenfeld, James L.; Silvia, Louis
Antitrust Law Journal, 61, n3, 653-697
Spring, 1993

ISSN: 0003-6056 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 14905 LINE COUNT: 01218

... sometimes capable of producing significant economic benefits. Integration of effort in one or more phases of production, **marketing**, or research and development may generate efficiencies. The extent of integration will vary from case...

...from advertising equals the increase in costs from additional advertising.

Many consumers search the prices of different **firms** for the lowest quality-adjusted price of a desired product or service. With each additional...

...would mean that the firm would advertise less and reallocate efforts to areas that stimulate **sales** less effectively. In effect, in response to a restraint on one dimension of rivalry, competition will...

23/3,K/42 (Item 24 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06211731 SUPPLIER NUMBER: 12866757 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Image slashes prices on laserdiscs. (Image Entertainment Inc.) (includes related article)

McCullaugh, Jim
Billboard, v104, n35, p1(2)
August 29, 1992

ISSN: 0006-2510 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1402 LINE COUNT: 00108

TEXT:

...98 to \$19.98. That 50% cut brings a large number of laserdiscs into the **price range** of sell-through videocassettes for the first time.

... According to Image VP of marketing David DelGrosso, the company cut its catalog prices in **order** to **stimulate** hardware **sales** while motivating consumers to enter the laser market or expand their laserdisc collections.

"There has...

...Home Video, reflecting the view of other studios, will continue to have "somewhat higher price **points** until replication, **manufacturing**, and distribution costs can be lowered without sacrificing quality."

He adds, however, that "we are...

23/3,K/43 (Item 25 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05885397 SUPPLIER NUMBER: 12264067 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Accounts receivable management policy: theory and evidence.

Mian, Shehzad L.; Smith, Clifford W., Jr.

Journal of Finance, v47, n1, p169(32)

March, 1992

ISSN: 0022-1082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 10535 LINE COUNT: 00880

... by offering customers below-market credit terms, auto companies can offer a given automobile at **different** effective **prices** to **different** customers.(3)

A.3. Taxes

If under the tax code the financing qualifies as an...

...employing internal credit-administration policies because of the higher costs of coordinating merchandise and credit **prices** between **different** firms. (3) The more differentiated the product or the more the product is specialized to...

...compared to the manufacture.(5)

Emery (1987) argues that firms with significant seasonals in their **sales** can **encourage** retailers to hold larger inventories during off-peak periods by changing trade-credit policies over...provisions.

(9) Roberts and Viscione (1981) also argue that the separation of the firm's **manufacturing** and financing **activities** lowers the monitoring costs of debtholders. Note, however, that this benefit is only achieved if ...

23/3,K/44 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
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05853532 SUPPLIER NUMBER: 12119475 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Norway. (economic and environmental aspects)

OECD Economic Surveys - Norway, p9(97)

March, 1992

ISSN: 0376-6438 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 31388 LINE COUNT: 02505

... Resources were shifted from the Mainland exporting(8) and import-competing industries(9) towards oil **activities** and **production** in the sheltered sector. The resource shift was mainly effected through increased competition for labour...further the competitive position of banks, the government decided to introduce transitory tax breaks, to **promote** private **purchases** of bank shares(19).

The length and depth of the banking crisis has been underestimated... cent of all electricity and owns most of the transmission network. Any changes in energy **prices** to **different** end-users remain to be implemented, and current renegotiations of a number of long-term...to being cost-efficient in a static sense, taxes and marketable emission permits also encourage **dynamic** **cost** -efficiency: the polluter has an incentive to find new and cheaper ways of reducing emissions...

23/3,K/45 (Item 27 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05839359 SUPPLIER NUMBER: 11828726 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Starter homes. (examples of affordable new housing)
Fletcher, June; Bradford, Susan; Craig, Peter
Builder, v15, n1, p255(12)
Jan, 1992
ISSN: 0744-1193 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2734 LINE COUNT: 00207

... buyers who could imagine their needs changing over time, but lets Effren "get to certain **stages** of **production** without needing to know which option someone's taking," which holds down costs. Also, the... attributes the success to "a real pent-up need" and lack of competition: "At this **price range** you have to go out and buy a 20-year-old house that needs a...too. "It's important to build rapport with this market," says Schuetz. "Not many builders **encourage buyers** to visit their homes while they're under construction. We do."

Fourplex Success
WARRENVILLE, ILL...

...490 for a roomy, 1,226- to 1,634-square-foot flat.

"Buyers in this **price range** don't expect two-car garages," says William A. Maybrook, executive vice president for Lexington...

23/3,K/46 (Item 28 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05193017 SUPPLIER NUMBER: 10903814 (USE FORMAT 7 OR 9 FOR FULL TEXT)
World IT sales grow 8.9% to \$278.5B; North America hits \$184.7B. (the top 100 revenue earners in the information technology industry) (includes related profiles of the Datamation 100 companies) (Cover Story)
Kelly, Joseph
Datamation, v37, n12, p10(53)
June 15, 1991
DOCUMENT TYPE: Cover Story ISSN: 1062-8363 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 46795 LINE COUNT: 03697

... to jump into those fast-growing arenas.

The weak dollar also helped U.S. companies **boost sales** overseas, while limiting the appeal of imported products in the United States. Revenue for the...applications: its MAG-PAC series is aimed at manufacturing needs, and DCS products are distribution **applications**. Shaheen points **out** that these products exist really to further the cause of Andersen Consulting's systems integration...trend the firm is striving to change. On the product side, it hopes to boost **domestic sales with 1-2-3/W and 1-2-3 For The Mac**, which are both pegged...s focus on high-end graphics technology for the technical-computing market helped it boost **sales almost 41% last year**, rising to \$482 million from 1989's \$343 million.

SGI thinks this...

...a one-time write-off of \$66 million taken in December to cover restructuring costs.

Changing market conditions, resulting in a shift away from Western Digital's increasingly commodity-like printed circuit...Tramiel says the company is looking to new products released in 1990 for a sales **boost this** year. These include the TT030, a PC based on a 32-megahertz, 32-bit Motorola...Series, an off-the-shelf computer-integrated manufacturing approach that integrates plant floor management activities with manufacturing **resource** planning (MRPII) systems. "I think the business is there, and we now have the organization...MFLOPS). "The C3 will be our broadest computer family," Paluck says, "and systems will range in price **from** about \$200,000 to as much as \$10 million."

The C3 introduction comes at a...

23/3,K/47 (Item 29 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05146564 SUPPLIER NUMBER: 10620090 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Green economics. (solution to environmental pollution)

Kay, John; Silberston, Aubrey
National Institute Economic Review, n135, p50(15)
Feb, 1991

ISSN: 0027-9501 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 12031 LINE COUNT: 00943

... needs to be approached with special care.

Externalities are of many kinds. Some arise where **production** or consumption **activities** interfere directly with the output or welfare of others. My electricity output is your acid...

...of players, contractual solutions are not feasible and regulation or other intervention is required in **order** to **promote** efficient outcomes. A closely related, but distinct, type of externality arises from the possibility of...of these cases there may be a market valuation to call upon-as in the **different prices** placed on similar houses faced with different degrees of aircraft noise. In others, a minimum...

23/3,K/48 (Item 30 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05115251 SUPPLIER NUMBER: 10449970 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Gutsy decisions of 1990: in tough times, big bets on new markets were made by old-time players. (includes related article on other companies identified for bold management decisions) (Cover Story)

Verespej, Michael A.
Industry Week, v240, n4, p22(10)
Feb 18, 1991

CODEN: IWEEA DOCUMENT TYPE: Cover Story ISSN: 0039-0895
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 5680 LINE COUNT: 00437

... that Toyota will use all of the new capacity to build Camrys. Toyota wants to **boost** its car **sales** in the U. S. from 1 million to 1.5 million by 1995. And analyst...have to invest another \$150 million to modernize Tungsram's aging factories. A case in **point** : One **production** line has a breakage rate of more than 15%. And, since checking accounts are rare...document printer. Indeed, Kodak last month introduced products using similar technology in the \$30,000 **price range** .

But Xerox sees DocuTech as a tool companies can use to centralize control over the...

23/3,K/49 (Item 31 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04852789 SUPPLIER NUMBER: 08986378 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Structure and organization of the natural gas industry: differences between the United States and the Federal Republic of Germany and implications for the carrier status of pipelines.

Teece, David J.

Energy Journal, v11, n3, p1(35)

July, 1990

ISSN: 0195-6574 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 13403 LINE COUNT: 01127

... Europe and the United States consists of a number of capital intensive and technically demanding **activities** including **production**, gathering, storage, pipeline transportation, distribution, and end-user consumption. Viewed organizationally, the industry worldwide displays... facilities and is more efficient if it can be kept in continuous use. But in **order** to **encourage** investment in the efficient technology, investing firms need to be assured that their investments are...

...32.

(7) Based on Williamson, op. cit., pp. 32-35.

PHOTO : Figure 1. Industry Supply **Price** under **Different** Organizational Schemes

TERMINOLOGY ORGANIZATIONAL ARRANGEMENT

private carriers: transport own gas only

contract carriers: transport own...attempted to set wellhead prices on a traditional public utility cost basis.

None of the **different rate**-making techniques used by the FPC solved the problem of how to apply price regulation...significant investment in irreversible plant and equipment for efficient operation and security of supply. In **order** to **encourage** these investments, stability is required in the business environment. Vertical integration can provide much of...1985). The Economic Institutions of Capitalism. New York: Free Press.

PHOTO : Figure 1. Industry Supply **Price** under **Different** Organizational Schemes

PHOTO : Figure 3. Maximum Ceiling Price Categories: NGPA Title I for Onshore Lower...

CAPTIONS: Industry supply **price** under **different** organizational schemes. (chart); Forms of open access. (table); Maximum ceiling price categories: for onshore lower...

23/3,K/50 (Item 32 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04613080 SUPPLIER NUMBER: 08648050 (USE FORMAT 7 OR 9 FOR FULL TEXT)
North American profiles. (The Datamation 100) (company profile)

Moad, Jeff; Sivula, Chris; Carlyle, Ralph; Mead, Tim; Pinella, Paul; Kelly, Joe; Francis, Bob; Brousell, David R.; McCusker, Tom; Runyan, Linda; Rothschild, Kurt; Kehoe, Louise; Ricciuti, Mike; McMullen, John; Snapp, Cheryl

Datamation, v36, n12, p53(35)

June 15, 1990

DOCUMENT TYPE: company profile ISSN: 1062-8363 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 20685 LINE COUNT: 01720

... computer competitors, and it's encountering a new set of economics.

The benefits and the **costs** of **changing** from a U.S. supplier of proprietary minicomputer hosts to a global provider of standards...

...research and development. Given these dynamics, it's likely that HP Will continue to consolidate **manufacturing activities** and cap employee ranks at 95,000.

IS Revenues: \$5.37 Billion

REGION

WORLD

5...dismantle structures and seek efficiencies in common sources of supply. For example, the thin-film **manufacturing activities** of each company are being combined.

In Shugart's mind, the acquisition enhances the company...is the Cyclone, an online mainframe that packs IBM 3090 class performance into a price **range** of \$2 million \$10 million; the Integrity S2, a UNIX system based on reduced instruction set...

...S Information Systems and Services (ISS) segment. The merger gave the segment a 31 % boost in sales to \$7 05 million and doubled its profits to \$60 million. The segment now generates nearly...as a family of storage subsystems incorporating a range of disk devices, each with different **price / performance** characteristics. It will ship by the end of next year.

Poppa has also been busy...unveiled a line of 386- and 486-based UNIX workstations, called the MicroSystem line. Prices **range from** 6,295 to \$14,595. The supercomputers are priced at \$265,000 and up.

All...

23/3,K/51 (Item 33 from file: 148)

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03933675 SUPPLIER NUMBER: 07447711 (USE FORMAT 7 OR 9 FOR FULL TEXT)

CD-ROM **pricing bound down.** (editorial)

Arnold, Stephen E.

Laserdisk Professional, v2, n2, p6(5)

March, 1989

DOCUMENT TYPE: editorial ISSN: 0896-4149 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2938 LINE COUNT: 00228

... s, \$795 to \$3,3995.

The question which tugs at me as I consider the **distribution** of price **points** is, "What's a fair price?" The cost of producing the data varies enormously from...look at each and relate the approach to the pricing of CD-ROM products:

Relevant **range pricing**. This means that a type of product or service will command a price within a...

...price of \$.99 to \$1.69. Figure 1 is a crude relevant range analysis. Relevant **range pricing** seems to be the principal force operating today for low and high-end products.

Competitive...tens is popular.

Multiple unit pricing. Several units of a product are tied together to **encourage** multiple **purchases**. This is often referred to as bundling.

Companies selling families of CD-ROMs will package...

23/3,K/52 (Item 34 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Second Annual Directory of Human Resources Services, Products and Suppliers, January 1989. (directory)
Personnel, v66, n1, pD1(167)
Jan, 1989
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 155534 LINE COUNT: 14711

... 200
The Choose-Your-Gift and Prize Book literature for 1989 is now available. 13 **different price** levels, \$15.00 to \$1,000.00, offering 40 gifts at each level. Choose-Your...Field, President
Gross Sales: \$2 Million
No. of Employees: 6
Awards custom designed to motivate, **stimulate** and recognize performance, including A. T. Cross, Custom Jewelry, Longines, Orrefors, Mark Cross, Chelsea Clocks...Fort Worth,
TX 76140; 817-293-1800; 800-433-2907
Contact: Randy Beckham, Vice-President **Sales & Marketing Award** Incentive & Recognition, Inc., 1017 Norwood, Ft. Worth, TX 76107; 817-332-6971; 800-433-2221...human resource function with personal computers. Restricted versions are available for smaller companies at discounted **prices**. Call 800-372-1033 for a free copy of introduction to HR Pro.
Robert Brooks...

23/3,K/53 (Item 35 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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03325269 SUPPLIER NUMBER: 06142251 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Reference terms for Uruguay Round. (glossary)
Business America, v10, n24, p17(7)
Nov 23, 1987
DOCUMENT TYPE: glossary ISSN: 0190-6275 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 8200 LINE COUNT: 00687

... manufacture of exported goods.
Dual Pricing--The selling of identical products in different markets for **different prices**. This often reflects dumping practices.
Dumping--Dumping is generally seen as an unfair trading practice... trade advantages (e.g., tariff preferences) are given by governments to trading partners in order to promote **export** growth and development. These are often granted by developed countries to LDCs. Licensing practices, quotas...of customs operations.

Value Added Tax (VAT)--A tax which is assessed at each stage of production on the amount of value contributed at each stage to the final product.

Voluntary Export Restraining...

23/3,K/54 (Item 36 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02983954 SUPPLIER NUMBER: 04754128 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The house that Parcheesi built: Selchow & Righter Company. (history of toy company) (company profile)
Petrik, Paula
Business History Review, v60, p410(28)
Aut, 1986
DOCUMENT TYPE: company profile ISSN: 0007-6805 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 10717 LINE COUNT: 00868

... definition for a small business. Currently, Selchow & Righter employs approximately four hundred workers in all **phases** of its **production** and probably employed considerably fewer in the previous century.

THE COMPANY AS JOBBER

The successful...Selchow & Righter Company Archives; Miscellaneous memo, n.p. The company sold to wholesalers as the **separate price** lists for jobbers and retailers indicate, but Harriet Righter's memo suggests that she saw...

...through most of the Depression, Harriet Righter decided that the best way to combat the **sales** slump and **promote** interest in Selchow & Righter's future products was to freshen up the presentation of Parcheesi ...

...game to appeal to different pocketbooks. The company had earlier tried producing different sets at **different prices**, but this strategy had proved confusing and cumbersome for its trunk-bearing salesmen. But the...

23/3,K/55 (Item 37 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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01879220 SUPPLIER NUMBER: 02853791 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Is the recovery a bird or a plane?
Sommer, Dale W.
Industry Week, v218, p80(2)
July 25, 1983
CODEN: IWEEA ISSN: 0039-0895 LANGUAGE: ENGLISH RECORD TYPE:
FULLTEXT
WORD COUNT: 459 LINE COUNT: 00035

... unforeseen only a few months ago. In particular, strong retail sales, housing starts, and industrial **production point** to boom-like dimensions a building. Together, they make the Commerce Dept.'s "flash report...

...motor of growth. Retail sales in both April and May grew at double-digit annual **rates**, and **early** June reports show equally strong growth on both

the durable and nondurable side.

But consumers...

...its natural role in increasing inflation. Many businesses need to make price increases stick in **order** to **boost** their profit margins. Second-quarter profits are expected to begin reflecting the improved supply-demand...

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